

HELP YOU FINANCE

ABN 42 630 823 979

Car Buying Service and Process

What is a Car buying service?

A Car Buying Service is a simple car buying solution you can use to obtain a discount on a vehicle. This service offers our clients competitive quotes on new and used model cars, often at close to wholesale prices. Some companies also assist with trucks and business equipment.

Car Services provide a full purchasing service and offer an unbiased advice based on years of industry knowledge and providing delivery services to the client.

Car buying services can also arrange to take your current vehicle and arrange for it to be sold.

Who operates the Car Buying Service?

There are various providers of this service and we deal with a number that have ethical processes and procedures in place.

Why use a Car Buying Service?

The purchase of a vehicle can be stressful and some of the benefits in using a Car Buying Service are:

- ✓ They do not have the stress of negotiating prices with the car salesperson as there is minimal contact with salespeople.
- ✓ No time wasted in visiting different dealerships to ensure they are getting the best deal. One contact with the service may be enough to get full pricing
- ✓ They can arrange test drives and you do not have to waste time in the dealership.
- ✓ Not being pressured by aftermarket sales team to have you spend more money on items that are not necessary.
- ✓ No pressure from Finance Managers pushing to get loans written, often at repayments detrimental to your financial wellbeing and placing your home loan at risk.

How do I use this service?

It is as simple as a phone call or email to myself and I will arrange for someone to call you and discuss your requirements.

It is highly recommended that prior to approaching the service you obtain a loan Pre-Approval for the maximum amount you wish to borrow. Knowing that you have the funds, or loan, for a purchase the Car Buying Service are then in a position to negotiate the best possible price

For information on the various lending options available please contact me.