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GUEST COLUMNIST:

## Josh ‘The Chop’ Towbin: Las Vegas’ king of cars offers auto-buying tips



Summer is the perfect season to buy the new car that you’ve had your eye on all year. Buying a car should be a fun and exciting process, but, as we all know, it can sometimes be stressful.

In order to avoid the anxiety, I have created a list of advice and tips to have you driving off the lot with the car of your dreams. With these simple steps, there is no reason you can’t have a smooth and worry-free car-buying experience.

So, let’s hit the gas!

### **Test-drive**

Always make sure that you test-drive the vehicle you want before buying. It’s important that the vehicle drives the way you want it to and that you are comfortable in it. You can ask to drive the car around for a few hours or even longer without the salesperson to see if it is a good fit for your lifestyle.

This is called a “borrowed-car agreement,” which is commonly offered by dealerships. Also, test-driving a car more than once is a smart way to go. Oftentimes, customers are so excited to test-drive a cool car that they overlook minor details that would make them unhappy down the road.

### **Research**

Know exactly what you're buying. Research the model and options that you think fit your wants and needs before coming into the dealership.

### **Negotiate**

Know that you can and should negotiate your way to a good deal. With that being said, this also means that you should be prepared to walk away if you don't feel like that is going to happen or if you feel like you aren't being treated fairly.

### **Manage your time**

Don't be afraid to spend a lot of time working out a good deal. At the same time, don't spend all day at a dealership that isn't willing to give you the deal you want.

### **Female buyers**

Sometimes women feel bad about wasting a salesperson's time when they end up not buying a car that day. Don't worry about it; this isn't your concern. This is a special time, and you should be completely happy before you sign on the dotted line.

### **Be the boss**

If you aren't comfortable with your salesperson, don't be afraid to ask for a different one. The dealership wants your business and doesn't want you to leave their lot without a new car. They should accommodate your requests, and, if they don't, you should do business where you're comfortable.

### **Trade-in**

Do plenty of research on what your current car is worth. Try not to ask for way over that price, and don't accept way under that price. To get a better value, clean your car really well before bringing it in so that the manager will know what the car will look like if they decide to put it up for sale on their lot.

### **Resale tips**

In Las Vegas, buying a white car will get you the best resale value because it stays the coolest in the heat. Buying a car in a quirky color may affect your resale value in years to come because colors go in and out of style.

Lastly, the biggest tip I can give you is to be yourself; let your personality shine through, and have fun with the process. Although the car-buying process can be stressful, it's our goal that you will have a great car-buying experience at our dealerships, including Towbin Fiat of Las Vegas, Towbin Dodge and Prestige Chrysler Jeep Dodge.

Our friendly car specialists are here to make the process an enjoyable one!

With three locations to choose from, we are sure to have what you're looking for. For more information on my dealerships, including our current stock and specials, go to [KingofCars.com](http://KingofCars.com) and follow us on Twitter @TowbinLasVegas. You can like us on Facebook at [Facebook.com/TowbinAutomotive](https://www.facebook.com/TowbinAutomotive), [Facebook.com/PrestigeChryslerJeepDodge](https://www.facebook.com/PrestigeChryslerJeepDodge) and [Facebook.com/FiatLV](https://www.facebook.com/FiatLV).

More information on Towbin Dodge can be found at [TowbinDodge.com](http://TowbinDodge.com) and by calling (702) 558-3800. More information on Prestige Chrysler Dodge Jeep can be found at [PrestigeCJD.com](http://PrestigeCJD.com) and by calling (702) 309-8000. And more information on Towbin Fiat of Las Vegas can be found at [FiatLV.com](http://FiatLV.com) and by calling (702) 900-3428.