



New Book Reveals ALL the Secrets of Successful Car Buying

*In his new book *Confessions of a Car Salesman* Dave provides an invaluable and thorough guide for consumers about the do's and don'ts of car buying, leasing, trading or selling. The book is loaded with valuable inside information that promises to save consumers a lot of money*

Las Vegas, NV ([PRWEB](#)) June 16, 2004 -- They say the average American consumer purchases 5-10 cars in their lifetime. Next to home buying it is one of the most important and expensive purchases any of us will make. Yet car buying is one most dreaded consumers experiences. In a recent poll car dealers were a close second to lawyers for "mistrusted individuals." Walking on a car lot is the angst equivalent of facing a new boss with bad news. And like all things we fear, this condition has a lot do with the unknown.

Enter Dave Carpenter. Dave Carpenter has been in the business of selling cars for a nice profit for over 10 years. While he was making a \$1,500+ profit per car, he continually questioned why anyone would pay the sticker price for any vehicle. He knew from experience that it was always possible for a salesperson to sell a vehicle for much less than the listed price. After years of documenting his successes, and a little prodding from his wife, Carpenter decided to put his knowledge of the business to use in some way to educate car buyers about how to buy a car without spending more money than necessary.

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If you want to wheel and deal on your next vehicle, Dave Carpenter's book will help you do it simply, quickly and economically.

"There's no school in the world where you can learn how to buy a car," Carpenter said. "I used to train salespeople. Now I train the public." Key points Carpenter makes in his book is that people generally always pay more for a car than they have to because they don't know that the price is negotiable. Then, they often hurt themselves by going into a dealership and telling the salesperson that they want their car payment to be a certain amount. "You won't get a discount if you don't ask for one," Carpenter says.

The information in this book has a proven success record. Back in 1996 Carpenter hosted a radio talk show in Las Vegas. The show ran for 26 weeks before he decided to create a television show teaching viewers how to get the best deal for a car. The TV Show then ran for two seasons in Las Vegas. Dave believes the show was so successful because consumers always want to know how to face and "outsmart" those tricky car salesman.

Carpenter's friend and agent, Charles Mather, was a non-believer until Carpenter saved him \$4,000 on a car. He heard about Carpenter through his wife. "She brought the book home and I read it," Mather said. "I felt like an idiot because I had just bought two cars and spent \$7,000 more than I needed to." Carpenter accompanied Mather when he bought another car, and Mather was so impressed with his knowledge that he became Carpenter's PR agent.

Carpenter also offers consulting services to people who are in the market for a vehicle. Even after reading the



book, many are still intimidated or too busy to do the research and find the best deal. For a fee, Dave will help a buyer find the best deal for a car in any city in the U.S.A. "I will go out with you and oversee any deal you want," Carpenter says, "my guarantee is that I can save you hundreds or even thousands if you follow my advice, possibly a lot more if I am present."

"In 2003, just over 2 million cars were sold just over the Internet," Carpenter said. "That's how badly people don't want to deal with auto sales people." The book sells for \$19.95 and can be purchased from Carpenter's Web site at www.neverpaysticker.net or by calling him direct at 775-827-5164.



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