



"TEAMFLEET.COM" LOOKING TO NETWORK WITH THE BEST FLEET / INTERNET MANAGERS IN THE COUNTRY TO LAUNCH BIGGEST SECRET IN THE AUTO BUSINESS

Consumers are discovering one of the best kept secrets in the auto business: You can save thousands of dollars and a lot of headaches by insisting on dealing directly with the individual who handles a dealership's bulk sales.

And John Melendez, who is an active Internet Fleet Director, founded the company, told us:

([PRWEB](#)) October 15, 2003 -- "TEAMFLEET.COM" LOOKING TO NETWORK WITH THE BEST FLEET / INTERNET MANAGERS IN THE COUNTRY TO LAUNCH BIGGEST SECRET IN THE AUTO BUSINESS

How you can save big bucks on a new car!

DIAMOND BAR, CA, (PRWEB) October 20, 2003 -- Fleet Solutions has announced the re-launch of TEAMFLEET.com, the automobile-Fleet tail networking marketplace. Based in Southern California, TEAMFLEET.com is the first free nationwide online networking and automotive buying site to offer real auto buying solutions to dealers and consumers alike.

We are looking for top Fleet / Internet Managers who are committed to a standard of excellence in product knowledge, customer service and competitive fleet pricing, who would like to get increased exposure online.

Fleet tail has been around way before the internet, but the internet has created the greatest vehicle to communicate our story, and that's buying through the Fleet / Internet Manager. Our goal is to expose our story -- The Biggest Secret in the Auto Business Fleet tail -- and to list the Best Fleet / Internet Managers in the Country at TeamFleet.com

TEAMFLEET.COM provides consumers with a direct line of contact to some of the Best Fleet / Internet Managers in the nation. Participating Fleet / Internet Managers also use the network to refer their best clients for makes they don't offer.

TEAMFLEET.COM is free to dealers and consumers but all Fleet / Internet Managers who participate are required to give a no-hassle experience, outstanding and prompt service with competitive pricing! TEAMFLEET.COM has reserved the right to remove any members at their discretion.

Consumers are discovering one of the best kept secrets in the auto business: You can save thousands of dollars and a lot of headaches by insisting on dealing directly with the individual who handles a dealership's bulk sales.

And John Melendez, who is an active Internet Fleet Director, founded the company, told us:

-- Consumers have been led to believe that the Internet buying services have created a better method of buying a car, but the truth is, Fleet Managers have been selling cars and trucks at low Fleet tail prices without the hassle way before the Internet! -- explained John Melendez, the company's founder. -- What the Internet has done, is create a well informed consumer who can research online, but the reason why the Internet buying services have failed and will fade away is because most auto buying referral services or brokers prefer to send their clients to fleet / internet departments, because there is no one more knowledgeable or better prepared to

help customers special order cars, locate or consummate a deal without a hassle," concluded Mr. Melendez. With sixteen years of experience John's majority of clients come from referrals and repeats. Many of his clients have enjoyed his buying process and low Fleet pricing, but not all wanted to purchase his specific make of vehicle. So what John did was to research and find other dealership Fleet departments that could deliver the same level of service for his referrals. Networking with other Top Fleet / Internet Managers has been a win-win situation for John. His clients have appreciated what he did for them, and the other Fleet / Internet Managers have appreciated the business, so John gets more referrals from those clients and the other Fleet Managers. John is a firm believer in "what comes around goes around."

"You're not only going to save yourself thousands of dollars, but a lot of time and aggravation as well because you won't have to haggle to get the price down."

Explained Melendez: "The fleet manager is not as concerned about price as the retail sales department because he's selling cars in bulk."

"The profit margin is much lower on the fleet side and the fleet manager has got far fewer overheads."

The fleet manager is usually allowed to deal with individual buyers - and he can close the deal without conferring with a sales manager:

"But most people don't know about buying from the fleet department because dealers aren't going to advertise it when they can get higher prices on the retail sales side," said Melendez.

Working with a fleet manager also makes the car buying experience quicker and more enjoyable, observed Melendez.

"A lot of people don't like buying a car because of the process they have to go through. They never know if the salesman is telling them the truth. And then they have to go through a negotiating game that can take hours. It's a huge hassle."

To deal with a fleet manager do not just walk into a dealership and ask for him - because you're likely to be steered into the retail sales department.

"And don't get on the phone and ask to speak to the fleet manager because there's a little game that goes on at a lot of dealerships," warned Melendez. "Regular salesmen will come to the phone, pretending to be the sales manager, and you'll get treated like any other retail customer."

"What you do is call the dealership and ask for the name of their fleet manager, and once they give it to you, then ask to speak to him." Once you track him down, he'd be happy to get your business because he wants to sell as many cars as he can.

Melendez has a website called www.teamfleet.com which people can access to get the name of fleet managers at most dealerships.

"Don't expect the fleet manager to give a lot of information about the car. You need to know exactly what car you want, and what options you want," said Melendez. "You need to do your homework first."

"Then you call the fleet manager and tell him what you want. He'll tell you the price on the vehicle - and that's it. Don't expect him to negotiate with you. There's no haggling."

"You don't have to pay cash. You can still get financing. The fleet manager will arrange it."

Melendez said sometimes you can even buy a used car from a fleet manager. "It varies from dealership to dealership. The only way to find out is to call the fleet manager."



So now the "secret" is out. Share it with your friends and family. Check it out by placing a free, no obligation quote at www.Teamfleet.com. You'll never again dread buying a new car.

###

For more information: <http://www.TeamFleet.com>

Contact: info@TeamFleet.com

Phone: (909) 833-1046

Fax: (909) 594-1741



Contact Information

John Melendez

FLEET SOLUTIONS

<http://www.TeamFleet.com>

5623559579

Online Web 2.0 Version

You can read the online version of this press release [here](#).