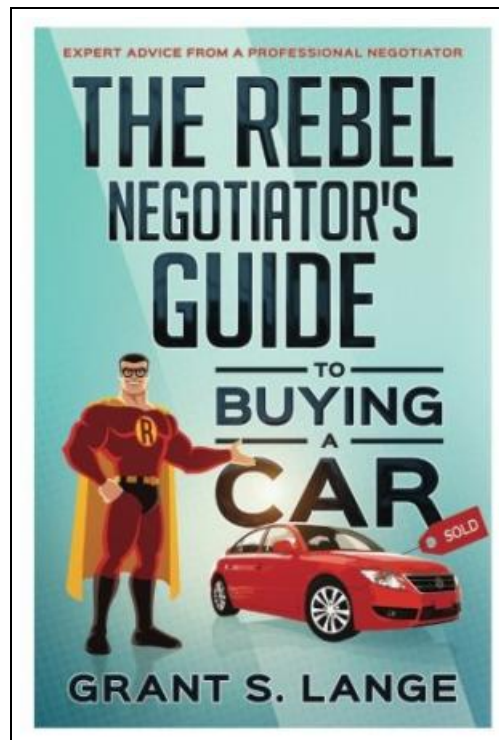


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Grant Lange, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. Looking for a new car? Feeling anxious about the negotiation process? Never fear, the Rebel Negotiator is here. As the great boxer Mike Tyson has said, Everyone has a plan until they get punched in the mouth. How you react to that punch as a new car buyer is the difference between success and total failure once you enter the dealership. The average American will purchase nine new cars in a lifetime, according to IHS Automotive, an automotive research firm. No matter how many cars you buy, each purchase is probably stressful and anxiety-laden. It's been said that the average person would choose a root canal over negotiating with a car salesperson. And most people would rather buy a car online - if they could. Even though the Internet arms you with plenty of data, it's useless if you fail to exploit it during negotiations. This book gives you a negotiation framework and a level of discipline that will train you to slip or duck that initial sales punch and, instead, land a counterpunch smack in the car salesperson's face. Let the stress subside and fear not - the Rebel Negotiator is here to guide you through each step of buying that car.



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