

## What Not To Say When Buying A Car

The less you talk, the better a deal you'll get.



It's easy to get excited by a new car, like the \$90,000 Porsche 911 Carrera S. It has a six – cylinder, 385-horsepower engine that gets to 60 miles an hour 4.5 seconds, and it **tops out** 188 mph. ▯ ▯ But if you want a chance to at **getting a good deal** on one of the 2010 models, keep that **enthusiasm** to yourself. It's the only way to walk out of the showroom with your **dignity -- and your wallet -- intact**.

"Dealers kind of **prey** on the fact that you're going to be excited," says James Bell, executive market analyst for Kelley Blue Book, an Irvine, Calif.-based vehicle valuation company. "Getting a new car is fun, and it's exciting, and you can't wait to drive home and show your neighbors. They know that."

In fact, keeping your mouth shut (at least in the beginning) about several things, like how you plan to pay for the vehicle, or the fact that you're not sure exactly what you need in a car, will serve you well when you finally do make a **purchase**.

[http://autos.yahoo.com/articles/autos\\_content\\_landing\\_pages/1220/what-not-to-say-when-buying-a-car/](http://autos.yahoo.com/articles/autos_content_landing_pages/1220/what-not-to-say-when-buying-a-car/)

By Hannah Elliott

Vocabulary:

- tops out – reach the highest point
- a good deal - to a very great degree or extent
- 1 enthusiasm – a feeling of excitement
- dignity -- and your wallet intact
- prey – an animal that is hunted for food
- purchase – buy

## Let's Talk !

What are the advantages of owning a car?

What are the disadvantages of owning a car?

Do you think cars should be banned from city centers?

What kind of car do you prefer?