



Motorcycle Sales Secrets: Learn What the Dealers Don't Want You to Know (Paperback)

By Robert Thomas Smith

Createspace, United States, 2012. Paperback. Condition: New. Large Print. Language: English . Brand New Book ***** Print on Demand *****.Thinking of buying a new Street Bike, Dirt Bike, ATV, or Scooter? LEARN WHAT THE DEALERS DON T WANT YOU TO KNOW! Our buyer s guide was written by POWERSPORTS PROFESSIONALS! FORMER MOTORCYCLE/ATV SALESMAN! FORMER MOTORCYCLE/ATV SALES MANAGER! FORMER MOTORCYCLE/ATV FINANCE MANAGER! FORMER MOTORCYCLE/ATV GENERAL MANAGER! LEARN THE TRUTH ABOUT: *ALL THE EXTRA FEES *FINANCE SCAMS *DEALERSHIP PROFITS/PRICE MARK UP *PARTS DEPARTMENT PROFITS *EXTENDED WARRANTY SCAMS * OTHER MISC. PRODUCT RIP-OFFS We also provide a comprehensive PRICE NEGOTIATING section, where you will learn to gain the upper hand, and save BIG MONEY! The entire staff at your local bike shop are highly trained Powersports Professionals, who have endured extensive and expensive training. They know how to get you to think their way! Don t fall victim to their friendly approach-it is all a set up! Free coffee, doughnuts, group rides, you ve seen it. It is set up for one reason and one reason only. To lull you into believing you are a Special Customer. They just want your repeat business. That s it! For the cost of a couple of...



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