

Car Brokers - the new way to buy cars

How private buyers can achieve fleet owner discounts off the purchase price of all new vehicles

([PRWEB](#)) November 27, 2003 -- You buy one car every few years, maybe less. So when purchasing a new vehicle, it's hard to avoid the pressure and tricks used to attain a sale and easy to be misled by enthusiastic salesmen.

Further, getting advice about which vehicle best suits your needs is often motivated by what the dealer has available.

Buying a new vehicle is particularly difficult when you don't have the time to shop around.

By trudging from car yard to car yard, the average car buyer can usually get a competitive quote by making the dealers compete against each other.

But who has the time to do this? And how do you know how to spot a good deal?

As with everything in a consumer-driven market, you can now outsource all of the hassle, the research and the buying aspects of purchasing a new vehicle to a professional car buying service.

Utilising the buying power of a car buying service can save time and stress.

As an added bonus, they can also save you thousands of dollars.

Professional car buying companies, or motor brokers, approach multiple car dealers on your behalf and let the dealers compete for your sale.

Potentially, you can save thousands of dollars on a new car purchase without even having to visit a car yard.

Motor brokers act independently of any manufacturer or dealer, ensuring the customer receives unbiased advice rather than having to cope with the pressure of heavy sales pitches from salespeople.

Motor brokers are able to attain fleet discounts for the individual buyer due to their purchasing power as a large motor buying entity.

David Lye, National Sales Manager for Private Fleet in Sydney, says their company deals with over 160 dealers from around Australia to ensure they can attain the best possible price for the car buyer.

By giving the dealers the opportunity to bid for your business, we save the dealers, as well as the clients, time and therefore money, with the savings being passed on to the consumer.

This is confirmed by fleet manager Andrew Neil of Hawkesbury Valley Holden, who says, Brokers take the customer through the entire vehicle selection process and can assist with finance and insurance so dealers do not get involved until the last possible moment.

This saves us considerable time and advertising costs, which means that prices can be discounted beyond what is normally possible.

Dealers save time in negotiating with the client, which means they can afford to reduce their profit margin in the sale.

Better quality motor brokers will offer finance options, roadside assistance, after-purchase care, and great deals on car accessories.

Further, motor brokers can organise a trade-in for your existing vehicle, arrange a test drive from your home or office at a time that suits you and even have your new car delivered straight to your door, with a full tank of fuel.

Some motor brokers also offer reward points for referring your friends and family to their service



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