

INTERLUDE

DON'T LET YOUR CLIENT BUY A CAR FROM ANY BUY HERE PAY HERE DEALERSHIPS.

TIO CHUY will be less TIO and more taking your money with no recourse other than arbitration. Just mark out what you don't understand. IF they throw a fit, just leave.

Negotiate everything and advise clients to not spend over 10 minutes negotiating price. Create a client who is confident.

