

# If You're Shopping For A Whole Car... Shop The Whole Deal!

Shop and compare the Price, Terms and Add-Ons and you won't get taken for a ride!

Getting a fair deal on a car or truck doesn't have to be difficult or time-consuming. You just need to know three things when you shop for your car or truck:

**“P” - Price of the Car**

**“T” - Terms, Interest Rate &  
The Number of Payments**

**“A” - Add-on Charges**

More importantly, you must shop and compare all three items simultaneously and GET THIS INFORMATION UP FRONT! Insist that your salesperson put all three items together for you, so that you can compare *their* deal with other dealerships.

Use our easy-to-fill-in worksheet on the reverse side of this flyer as you shop for your vehicle. It's not unreasonable to ask a manager to sign this worksheet because dealers typically require offers to be in writing and signed by the manager. Here are a few examples:

“Bring us a written buyers order approved by the other dealers management.”  
*Sheehy*

“All we need to see is a completely filled out and signed buyers order from a manager at the other dealership.”  
*Ourisman*

“...must be a bona fide offer from a Baltimore/ Washington area dealer on the same vehicle with same equipment, in writing signed by the general manager.”  
*Antwerpen*

“...provide us with a legitimate and signed written offer from any other dealer...”  
*Koons*

So, tell the salespeople at other dealerships that you want your offer sheet filled out and signed! That's the only way you can protect yourself against overpaying.

For additional information on car buying, visit our website, [www.FitzMall.com](http://www.FitzMall.com) or ask your salesperson for copies of our consumer information brochures:

*“Tricks of the Trade”*

*“Comparing Prices Between Dealers”*

*“What is the Final Price”*

*“What You Should Know About Dealer Add-ons”*

*“Loaner Cars – Not All Loaner Car Programs Are Created Equally”*

**REMEMBER:** Oftentimes, dealers will under-price their vehicles to get you into their showroom and then over-charge you for add-ons to make up the difference for the low price they've quoted you... **only Fitzgerald quotes Delivered Prices.**