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Avoid Favorite Ploy for Easy Auto Warranty Sale

Here is one of the most common questions customers ask us about buying an extended auto warranty:

"When I visited my local dealer and considered purchasing a car, the salesman told me if I didn't buy an extended car warranty with the car it would affect my chances for getting approved for dealer financing. Is this true? Do I really have to buy an extended warranty or risk not getting approved?"

Ughhh...it still amazes me what sales people will say to get customers to buy. Admittedly, this explanation sounds pretty rational, but the answer is explicitly "No!"

Getting approved financing for a car is simple; it depends on the price of the vehicle, how much you put down, if you have a trade-in and your credit score.

Next time you're out car shopping, don't fall victim to this ploy.

In fact, if you decide to purchase the car, when you are in their financing department and they present you with their extended warranty plans, gives us a call so you can compare plans and see how much money you can save with us right on the spot. Isn't it about time you had some fun at the dealer's expense!

Often, you'll find the dealer's extended car warranty more expensive than purchasing from a third party, but of course, they'll want you to believe otherwise because the profit margins can be 2 or 3 times higher than a 3rd party.

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