

## PROS TO KNOW:

# How To Choose A New Car Dealer

### CHOOSE WISELY

Finding a dealer you can trust is a great way to lessen anxiety when purchasing a new car, especially if you have never done it before.

With the right dealership, the whole experience will become a simple, low-pressure transaction. Such dealers are a refreshing contrast to unscrupulous dealers who may try to overcharge customers.

Good car dealers make the entire process of buying a car simple and straightforward.

### CHOOSE THE RIGHT CAR

Selecting the right automobile for your needs and lifestyle is essential. Large families may need an SUV or van to fit everyone into the vehicle. But college students buying their first car would probably be happy with a compact car such as coupe. The savings on gas will help ease your finances while you are in school.

Along with the car model, there are numerous options to consider. You might get a car with a navigation system, moonroof, GPS and satellite radio, just to name a few.

If you have to commute long



distances, think about purchasing a smaller car with a good MPG (miles per gallon) rating. Hybrid cars can help you save money on gas. Anyone in a cold climate might look at various vehicles with either all-wheel or front-wheel drive.

### CHOOSE THE DEALER

Once you have settled on a car model, check into area car dealers. Finding several dealers who sell the brand of car you want is usually best. The competition for your business will help you negotiate the total cost of your car.

Make sure to look for current discounts on the car you want. During specific times of the year, you might be able to get a great deal on a new car. It is particularly true during year-end sales.

Of course, you should test-drive a car before purchasing it.

When you begin your negotiations, remember that price isn't everything. Service should play a role as well. You are building a long-term relationship with this dealer and manufacturer. It is not worth getting a less-than-satisfactory experience just to save a few dollars.

### CHOOSE A DEALERSHIP YOU TRUST

Make sure that you feel comfortable with the dealership. Buying a car is an expensive, long-term commitment. It is always better to find a car salesperson who is informative and friendly. It will make your transaction as simple and comfortable as possible.



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All examples use residuals base on 12,000 mile per year/36 mo. lease. For Sign It and Drive It the gross margin will be reduced by the amount of the first months payments. Gross Cap Cost includes acquisition fee for Sign It and Drive It program. Total Net Cap Cost and case monthly payment does not include tax, license, registration, options and the like. \$1,999 due at signing. Price includes \$225 Doc Fee. Zero security deposit program expires Oct. 31, 2016.

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