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How Car Buyers Can Find a Dealership that They Can Trust by [Erwin Calverley](#)

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Because of the spreading news about lemon cars and car dealership scams, car buyers are more wary of buying pre-owned cars at auto malls. However, car buyers should not lose all their trust toward car dealerships. Although there may be fraudulent car dealers out there, there are many dealers who are willing to provide honest and excellent service to customers. What car buyers should do is to be smart and patient in searching for a car dealer to negotiate with.

If a car buyer wants honest service, he has to be honest too. He should let the dealers know what his expectations are. By doing so, he is also helping the dealers help him find the automobiles he likes to purchase. He should not be disheartened if the dealership cannot meet his demands. It is simply a sign that he must find another one that can meet all his expectations. Besides, there are a lot of dealerships out there to go to—options are endless.

A car dealer can be trusted if he can provide enough description of each item in the lot—it means that he can well describe the condition of each car in his dealership. As a dealer, he is expected to be honest about the condition of the car: its capabilities, its strengths, and even its minor disadvantages.

The buyer should also check the facilities of the dealership. They somehow represent the kind of service the dealership provides its customers. Is the area neat and clean? Where do they entertain customers? What are the amenities they provide to visitors? If the area is presentable, it obviously means that the Indianapolis car dealer is willing and capable of providing excellent services to its customers.

He may also consider looking at the customers' reviews on the dealership he is eyeing. By so doing, he will be certain about the credibility of the dealership. He may check customer reviews online, or he may ask friends and relatives who had been former customers. How would he be sure if the Indianapolis car dealers he is negotiating with are certainly trustworthy if he hasn't interviewed any of their past customers?

Reputable Indianapolis car dealers offer warranties along with the cars that they sell. Warranties are indicators of how long a car can function well. They serve as a guarantee that the customer can get his money back if the car turns out defective.

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