

STEP 4: Search for vehicles.

OK, now comes the fun part. Let's start looking for your next car or truck!

Where do you start? To find a great bargain, you need to search as many sources of used vehicles as possible. Why fish in a small lake when you can cast a wide net in the deep sea?

There are literally thousands of sources you could check to find used cars: local newspapers, private seller ads, franchised dealers, independent dealers, Internet classifieds, rental car agencies, weekly classifieds, leasing companies, corporate liquidations, Government auctions, police impounds, charities and more.

Those are a lot of vehicles and a lot of sellers to check out. And the only way to know you did your best to find

"Very smooth transaction. The vehicle I originally wanted was sold when I notified the company that I wanted to buy, but it turned out that a similar vehicle was also being sold for \$400 less. I was very happy with the outcome..."

– KIM P., SACRAMENTO, CA

the best bargain is to check all these sources. If you don't, you'll risk paying too much for your vehicle. For instance, if you read only newspaper classifieds or visit

just a few dealers, your search will be limited in number and you might miss out on the best bargains.

Sound overwhelming? Don't worry, Bargain Network has done the work for you. We have collected information and vehicle listings from all these sources and organized them for you to make your search quick and easy. We provide information on almost 1 million vehicles from newspapers, dealers, private

sellers, Internet classifieds, public auctions and more. Does any other company do this for its members? None that we know of!

How do you take advantage of all this work? The most direct way is to log on your Bargain Network Motors website at www.bargain.com and do a search. We recommend you start with the Questionnaire Search. This is the easiest way to search and find what is available in the area you choose. After you've become familiar with the website and narrowed your choices to fewer vehicles, you can use the Advanced Search to quickly find the best deal.

Used Vehicle Facts and Figures (source: CNW Marketing Research)

There were over 20,000 new car dealers that sold 17,000,000 used cars in 2002. The average price? **\$12,700.**

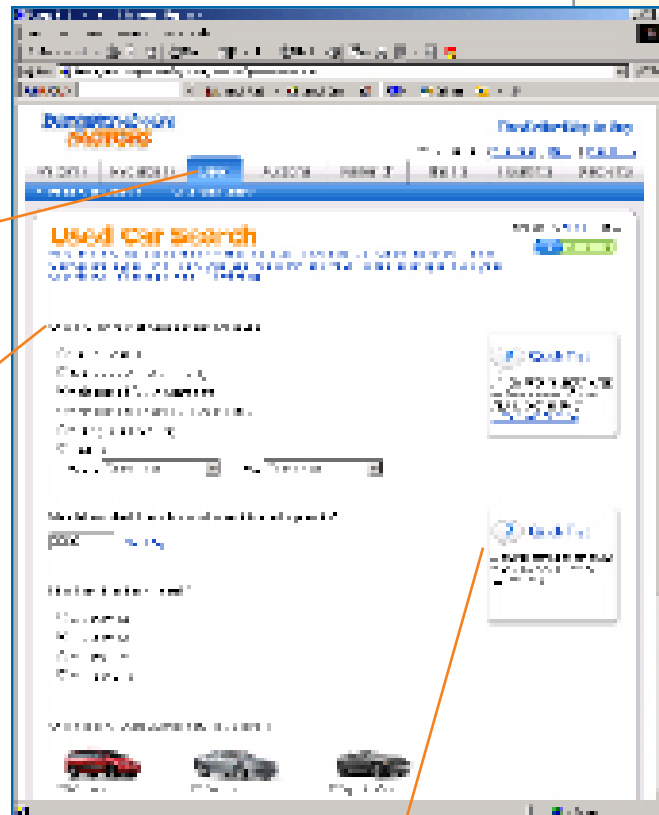
There were over 50,000 smaller, independent dealers that sold only used cars in 2002. They sold over 13,000,000 used vehicles at an average price of **\$7,500.**

Private Sellers sold over 13,000,000 vehicles in 2002. The average price? **\$4,700.**

There are public auctions in every state in the Continental U.S. The average price of a used car sold at public auctions ranges from **\$1,000 to \$3,000.**

Click here to begin your search

Answer these questions and we'll do the rest!



Make sure to read Quick Tips for helpful advice

When conducting a search, always start with the broadest possible search so you don't miss out on the best bargains. For instance, if you think you want a Honda Accord or Toyota Camry, make sure to consider other cars, such as a Nissan Altima, Mazda 626, Ford Taurus, Chevy Malibu or Mitsubishi Galant. Since the Honda and Toyota are the most popular cars in their class, you're probably going to pay higher prices for those cars. The other cars are often priced hundreds

How long will it take to find the perfect vehicle?

Just like finding the perfect spouse or the perfect job, it takes time, patience and a little luck to find the absolutely best bargains. Read through and follow each step of this Handbook and you're guaranteed to be a smarter, better Bargain Hunter that sellers will fear! Some of our members take 3 months or more to find their perfect car but when they do, they are happy and excited beyond their wildest dreams. Imagine how good you will feel driving your perfect vehicle, knowing you got it at the best price, and at a price you can afford!

of dollars less, even though they might be better suited for your needs.

You'll be presented with a list of vehicles that match your criteria. After viewing the list, you'll be able to compare vehicles and view details to see if you've found your perfect vehicle. You can even save them in the MyBargains Tab for future review.

If you do not have a computer or Internet access, simply call our Bargain Auto Specialists at **1-800-300-6140**. We will run your personal vehicle search – as many searches as you want, just as if you were in front of a computer!

Even if you have Internet access, you may find yourself away from your computer during your search. For instance, you might be looking at a car on a dealer's lot. Feeling confused by the dealer's fast talk? Don't panic. Simply call a Bargain Auto Specialist and we'll guide you over the phone, wherever you are.

In addition, the Listing Book lists the more established, reputable auto dealers in your state, so you can call them to see what other special bargains exist.

This information is a starting point for Step 6 – Inspection and Test-drive but first, you must read Step 5 carefully – Attend an Auction.