

4 STEPS TO REDUCE TIME SPENT IN DEALERSHIP

The days of spending endless hours buying a car are long gone...at least they should be. No one wants to spend their entire day aimlessly wandering around a showroom floor looking at all their options just to buy the first one they looked at. I'm sure you'd much rather spend your time cruising down A1A in your [new BMW 6-Series Convertible](#), tearing up 95 with your new [Porsche 911](#), or packing up the [MINI Countryman](#) with beach gear for a family picnic. Whatever your plans are, these 4 simple steps will streamline the car buying process, minimize your time at our dealership and get you on the road in your fresh new set of wheels.

RESEARCH ONLINE

It seems like a no-brainer since you're reading this, but thorough online research can help you significantly decrease the time you spend at a dealership. Look at reviews. [Watch test drive videos](#). See what it looks like in your favorite color. The possibilities are endless. Think of this research as the time you would spend walking around the showroom floor before a salesperson started talking to you. Buying a car is a personal endeavor, so online research gives you time to sift through all the thoughts in your head, without any interruptions so you can figure out the car you truly need.

COMPARE! COMPARE! COMPARE!

After you've narrowed it down and have a general idea of what type of car you want, it's time to weigh all your options. The great thing about the internet is there are plenty of tools you can use to compare your vehicles side by side. Look at the different specifications and dimensions of each model or trim. Use the different "build your own" tools to see how your ideal car will look and perform. Narrow it down so you know exactly what you want. When you walk into the dealership, you'll know exactly where to go and what to look for.

PRE-QUALIFICATION

It always amazes us that credit and financing doesn't come up sooner in our discussions with guests that come into our showroom. In a study done by ELend Solutions, it's noted that over half of people purchasing a car wait to pull credit until well into the purchasing process. Getting qualified and filling out the paperwork takes time; time you can spend in the comfort of your own home instead of in an office of our showroom. [Get pre-approved](#) before you come in and knock off close to an hour spent at the dealership. Not only does this save you time, but it makes for an easier buying process, eliminating the opportunity for unexpected surprises.

MAKE AN APPOINTMENT

This is a great way to cut out unwanted wait time when you come into the dealership. Instead of waiting for the next available salesperson, [make an appointment](#) to ensure that we're ready when you come in. Whoever you schedule your appointment with will be well versed and prepared for your situation, further cutting time out of your visit. You arrive, and you get right into the process of getting you back out on the road in your new car.

So keep researching! If you have any questions, feel free to stop in or give us a call. We're here to help.



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