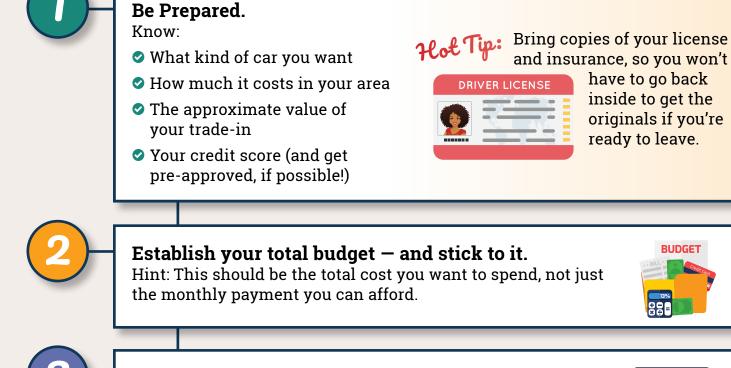
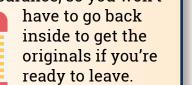
CAR BUYING 101: HOW TO WIN THE **Negotiation Game**

Buying a car can often feel like a back-and-forth negotiating game. So, how can you gain the upper hand?



have to go back inside to get the originals if you're ready to leave.





Be ready to walk away.

Remember: you're in control. Nervous about face-to-face negotiating? Use the phone or email to take the pressure off.



Need help setting your budget?

Reach out to a personal financial manager or counselor at your nearest Family Center.





For more tips, follow the **Office of Financial Readiness** at https://finred.usalearning.gov Follow @DoDFINRED:

