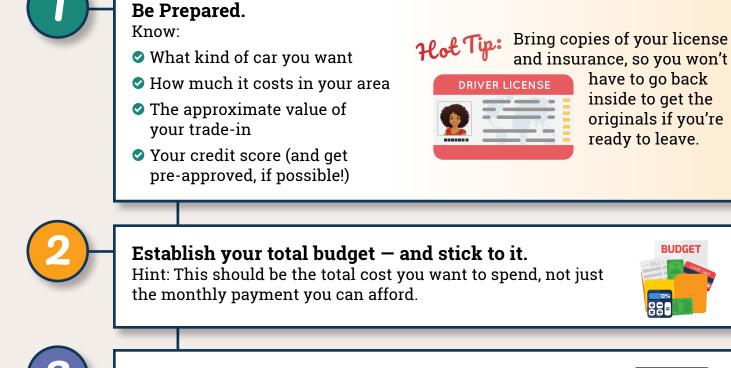
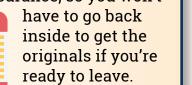
## CAR BUYING 101: HOW TO WIN THE **Negotiation Game**

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:

