

Questions to Ask Your Auto Broker

Is there a fee for Your Service?

- Many brokers are paid a fee by the dealer, but some are not. In most cases, if the broker is paid by the dealer, no fee is collected from the buyer/lessee. However, if the broker is not paid by the dealer, you may end up paying a fee. You need to know this up front. If the broker you have picked *hems and haws* and won't give you a clear answer, find a new broker.

Does the New Car Warranty prevail if I use an Auto Broker?

- The answer to this question should be, "Yes." If you don't get a clear, affirmative answer, find a new broker.

Do special deals — Rebates and Incentives, etc. — come to me when I use an Auto Broker?

- The answer to this question should be, "Yes." If you don't get a clear, affirmative answer, find a new broker.

Will an Auto Broker deliver my car to a location other than the dealership — my home, office, etc.?

- The answer to this question should be, "Yes." If "No," find out why.

Can I trade in my old car to an Auto Broker?

- In most cases, Yes.