

Preparing your car for sale is something we all have to do from time to time. I would like to talk this month about the things necessary to get your car in tip top shape so you can sell as quickly as possible. As we all know being a used car salesman isn't always as profitable as it should be, but if you have your car in the best shape possible, your chances will increase greatly.

The first thing you need to do is make sure your car is mechanically sound. Make sure the car runs and drives good. Take care of everything that needs attention. Change the oil and check all the belts. A complete safety inspection is next thing to do. Make sure all lights, wipers and wiper blades, blinkers, seat belts and the horn works. You also need to check your tires and the brakes, also take a look at the tire pressure. Another good thing to do is to lube all the hinges and doors locks and check your battery for lose or corroded connections. The car should be in good mechanical shape now, how's the outside look now?

A complete detail is in order now! Clean everything! Motor, fender wells, the inside and out. A good detail will make a huge difference when someone comes over to look at the car. First impressions are very important in selling a used car. The cleaner, the better. Spend time washing and waxing the outside and touching up any rock chips. Clean up the interior and remove all unnecessary idioms in the glove box and trunk. Tighten up any screws that may have come loose over time. Make sure you vacuum under the seats, you'll probably find some CD's and your reading glasses you lost year ago.

Now you got your car looking and running good, and you still want to sell it, you got to put it up for sale. You have to come up with a price, look at the Kelly Blue Book for starters along with the Auto Trader and the newspaper and this will give you a pretty good feel about what the asking prices are going for locally. Once you've come up with a price you need a place to advertise it. Advertising can range from word of mouth, to placing the car on e bay. The Auto Trader magazine offers a run till it sells ad. Most club newsletter provides a place for cars to be sold, some times the old For Sale sign in the window works well too. Sometimes you get lucky on the first week and some times you have to try all the above and then some to make a deal happen.

Good luck, Wax on Mark