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When it comes to auto sales Belton, TX, some people have some pretty far out ideas as to what a car salesman or saleswoman actually does. In fact, many of these car dealer myths have become so widespread that theyâ€™re basically accepted as common knowledge. They paint a picture of the car dealer as a fast talking huckster who will stoop to any level to make a fast sell on a car that will fall apart the second itâ€™s driven off the lot, and then heâ€™ll remind you that thereâ€™s a â€œno returnâ€ good news is that the facts just donâ€™t hold up to the myths. Here are three myths that get way too much credence.

A Car Salesman Will Do Anything to Make the Sale

Most car salesmen and saleswomen make their money on commission. This means that when they put the sale through, they take a percentage. This seems to suggest to the public that these guys will do literally anything to make the sale, because thatâ€™s their bread and butter. The guy working at the grocery store takes home ten dollars an hour and he doesnâ€™t need to trick you into buying some apples and steaks, but the car salesman needs that commission. The truth is that that commission carries with it accountability. If you return the car, report a shady salesman to the better business bureau or otherwise are unhappy with your purchase, in most cases, the car salesman will be expected to pay the commission back.

A Car Salesman Doesnâ€™t Know the First Thing About Cars

There are some car salespeople who donâ€™t know their business, but theyâ€™re not the norm, because very few lots are actually willing to employ these people, and in any event, itâ€™s hard to hang around a place like Shelleyâ€™s Auto Sales all day without learning a few things about cars and trucks. The best salespeople, the most successful salespeople, are the ones who know their stuff and know how to lead you towards exactly what youâ€™re looking for.

Car Salespeople Tell Outright Lies

This is the biggest recurring myth with car salespeople: They tell lies to sell cars and get junky old vehicles off the lot for shiny new ones. The fact of the matter is that lying to make a sale is not only bad business, but itâ€™s illegal. If the prospect of a car dealership losing its reputation over a shady sales practices isnâ€™t enough to discourage most car sellers from making things up, then the fees and possibility of prison time should do the trick.

The fact is that most car and truck salespeople are just ordinary folks with bills to pay and mortgages of their own. The best of them happen to have a sincere passion for two things: Automobiles and people. If you donâ€™t love dealing with people, you canâ€™t make it as a salesman or a saleswoman, and thatâ€™s perhaps the real reason why these so called fast talking, shady-dealing salespeople are actually a lot harder to find than you might expect.

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