

# Interview Questions for L. James Johnson (the BayAreaCarGuy)



**Book:** *HELP! I Gotta Sell My Car NOW!*  
*NEW RULES for Selling Your Vehicle Online!*  
By L. James Johnson

**Available:** At Amazon.com with a direct link through  
[BayAreaCarGuy.com](http://BayAreaCarGuy.com)



## Questions:

1. Don't most people trade their car in with a dealer?
2. Isn't selling a vehicle on your own a lot of hassle?
3. Do you have to sell your car on the Internet, or will an ad in the local newspaper or shopper work just as well?
4. There are so many websites to post your ad. Where should a private seller begin?
5. What's the biggest mistake that people make when they try to sell their vehicle themselves? (...*price the car incorrectly!*)
6. How important are pictures?
7. I see you teach how to do a video walk around. What's that?
8. What can private sellers learn from car dealers about working with potential buyers?
9. What can sellers do to make sure they're safe when showing their car, especially when taking buyers for a test drive.
10. The seller finds a buyer and they agree on the price. Now what? Do they need a bill of sale?
11. What do you do if you have a loan registered against the vehicle?
12. I see you have a lot of FREE information on your website that private sellers can use when they sell their vehicle. What are some examples?

**Free Report for your audience:** *The 8 Biggest Mistakes Used Car Buyers Make and how to Avoid Them!* FREE, easy-to-read PDF at [BayAreaCarGuy.com](http://BayAreaCarGuy.com).

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