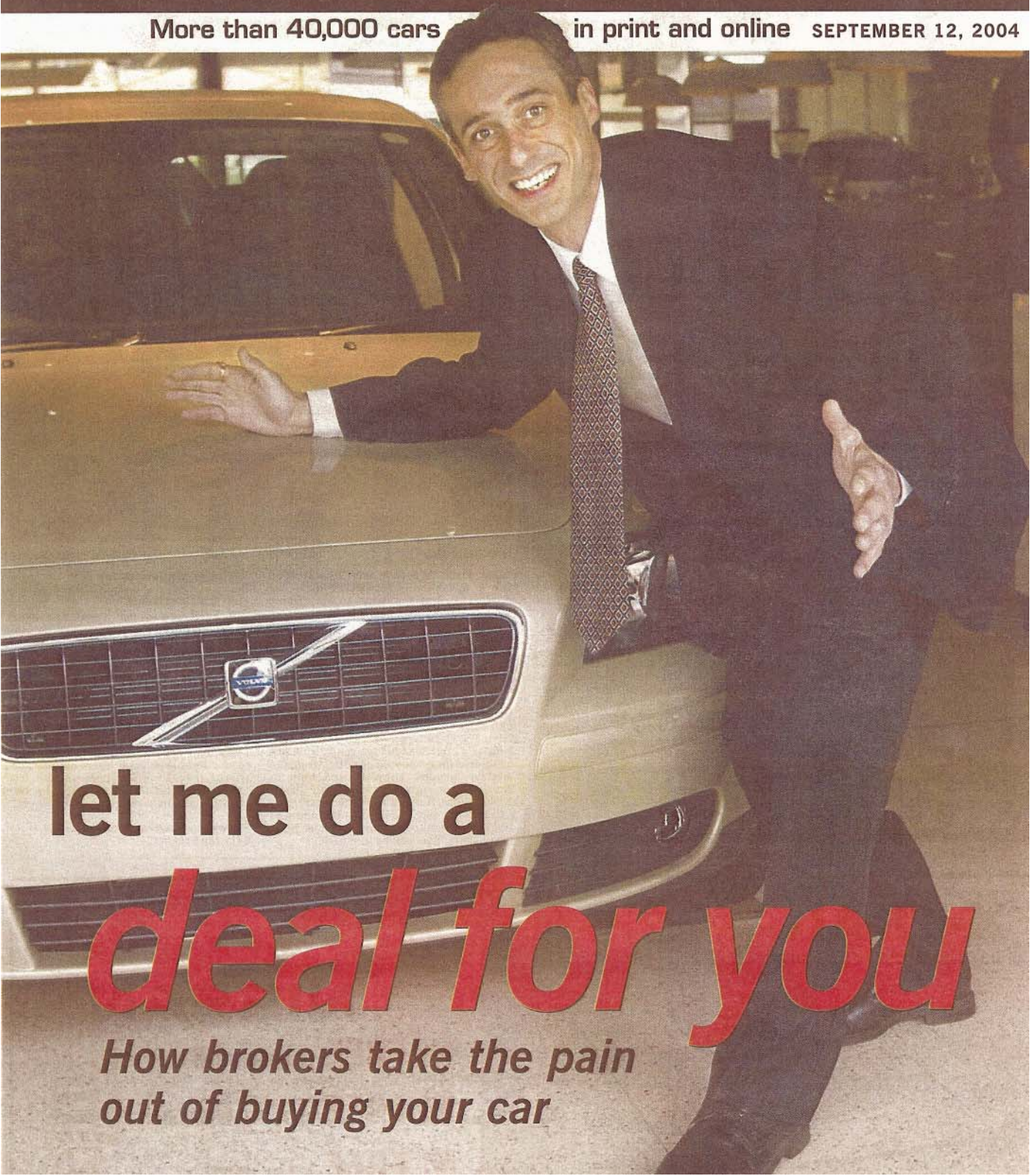


CARS THE Sunday Telegraph **guide**

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let me do a

deal for you

*How brokers take the pain
out of buying your car*



Rob drives a bargain out of wheel deals

Broker Rob Tesoriero tells Grantlee Kieza how he takes the grief out of buying a car.

Want to save \$15,000 on a new car? Then call Rob Tesoriero. Since 1995 he claims to have saved clients millions of dollars, hunting for the best deals money can buy.

The boss of NSW Car Search has taken the legwork and the stress out of car buying. No more wrestling with Sydney traffic, cruising and cursing the lots up and down the main roads.

No more matching wits with salesmen asking you what it will take for you to buy the car right now, today!

And no more having the salesman take you for a test drive and then laying the guilt trip on you that you've got to buy the car or you've wasted his time.

Recently Tesoriero saved one of his

clients \$15,000 on a new BMW 525i — that equals more than a year's lease payments for free.

He talked Toyota into knocking a similar slice off a new LandCruiser. He got \$8000 off an Audi A4.

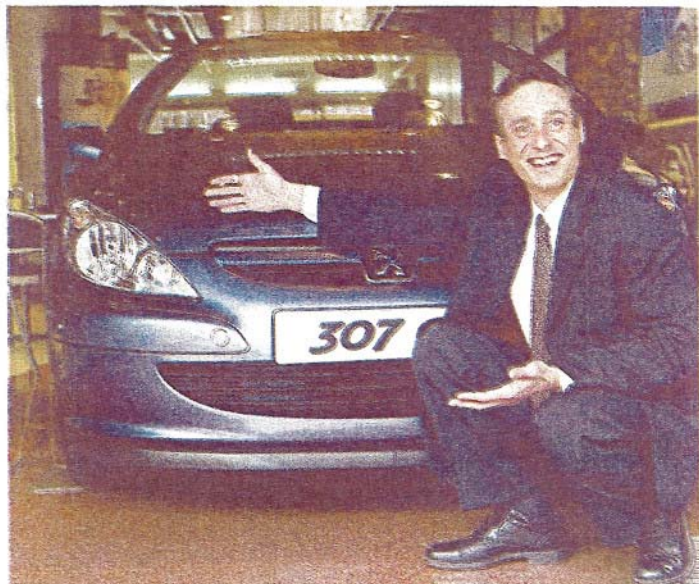
"Obviously those deals can't be made for every car," Tesoriero says. "But if you know where to look and who to talk to, you can save thousands on most brand new cars.

"We can always negotiate a much better price than advertised for used cars as well."

The fee for saving you all this legwork and grief is \$150.

"The dealer negotiates directly with us and we organise the test drive for the client and the vehicle inspections," he said. "The dealer gets the client's details only when the client decides to buy."

Tesoriero's business began in 1995 when he became a father for the first time and decided to be a house-husband



Negotiator: Rob Tesoriero does all the legwork — at a discount

Pictures: Angelo Soulas

for a while. "I'd just been headhunted for a management position at a car dealership but I wanted to stay home with the baby and run a business from home," he said.

"Working in car dealerships all summer I'd see people come in and after an hour or two of driving around looking at cars they were just sick of all the hassles.

"A lot of dealerships work on the principle of confrontation to sell you a car, or they take you on a test drive and then try to put you on the guilt trip to buy it. My car search idea really took off.

"I got a lot of people coming from the NRMA because they wanted help in finding the right car at a fair price. Before long, it was a full-time business."

In recent years much of Rob's business has come from relocation agencies placing visiting executives in Sydney.

"I've ended up getting cars for managers at companies such as IBM, Microsoft, Dell and Nokia.

"I even got a car for Dicko from Australian Idol when he first came here as a record executive for BMG.

"What generally happens is that after two or three years a lot of these executives go home and they have these beautiful luxury cars that have to be sold. They can really produce some great deals."

Tesoriero doesn't advertise his service because he doesn't have to.

"All my work comes from referrals," he says. "People who've been happy with the job I've done for them and the car they're driving. And they've gone out and told all their relatives and friends."

See www.nswcarsearch.com.au or call 0419 280 631

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