

The Facts behind Certified Used Cars

“Certified” is stamped on everything from ground beef to legal documents these days. It’s also the latest buzzword – and big business – in used car sales.

There are many advantages to purchasing a certified used vehicle – *if* buyers understand the certification process, know the questions to ask, and are aware of additional “perks” they can obtain.

The Process – How Used Cars Are Certified

The certification process begins when a vehicle is removed from a rental fleet, the lease on a vehicle expires, an automobile is traded in for the purchase of a new one, or a dealer purchases a vehicle via wholesale auction for resale to consumers. The next step is a thorough inspection.

A well-conducted inspection is rigorous and comprehensive – 100 points or more, including all major systems and components such as brakes, steering, suspension, transmission, electrical, and air conditioning and heating. Components that do not pass are either repaired or replaced.

One example of a used car dealer that follows a professional certification process is Enterprise Car Sales, a division of Enterprise Rent-A-Car, which closely monitors its fleet of 700,000 vehicles. Before arriving on an Enterprise Car Sales lot, all used cars for sale undergo a 109-point inspection by an ASE-certified technician. Enterprise backs all of its vehicles with a 12-month/12,000-mile limited powertrain warranty², and a 7-day repurchase agreement³ should a customer change their mind about the purchase.

Search for used cars online, our nationwide inventory is updated daily.
Shop at www.enterprisecarsales.com or call
1 888 car sales (1-888-227-7253)

Meet Enterprise Car Sales

Enterprise Car Sales is the retail division of Enterprise Rent-A-Car, the largest rental car company in North America, and is committed to bringing a new level of professionalism and an unparalleled level of customer service to used car sales.

- 40+ years in business
- 120 makes and models of used cars, trucks, vans and SUVs
- 170+ locations across the U.S.
- 9 out of 10 customers **completely** satisfied⁵

All Enterprise cars, trucks, vans and SUVs are backed by our exclusive Perfect Used Car Package[®]:

- 12 /12 Limited Powertrain Warranty²
- 7-Day Repurchase Agreement³
- 1-year Roadside Assistance⁴
- Trade-Ins Welcomed
- Financing Assistance





The Questions

Certification doesn't always ensure the quality of an automobile, so buyers should be sure to verify the details of the dealer's certification process by asking these questions:

- Can I have a copy of the inspection checklist? A dealer should acknowledge what they inspected.
- How long did the inspection take? To properly evaluate an automobile is a time-consuming procedure.
- Who, exactly, inspected the vehicle? Ensure the inspection is performed by a technician who has passed industry standard qualifications, such as an ASE-Certified technician.

The Perks of Certified Used Cars

In addition to the peace of mind that buyers experience when purchasing a certified used car, they often receive many of the same benefits as new vehicle customers. Many dealers accept trade-ins, offer financing and make vehicle service contracts available. Some even offer no-haggle pricing so buyers can avoid unpleasant negotiation. Then, to ensure long-term satisfaction, they back their certified used cars with an additional warranty and 24-hour roadside assistance.

Make the most of your next used car purchase by ensuring your dealer follows a thorough certification process, answers all of your questions and offers the added perks that contribute to your peace of mind at the point of purchase and miles down the road.

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¹ Price does not include tax, title, tags, document processing fees of \$149 or less as required by state law, governmental fees, any emissions testing charges, and any finance charges (if applicable). Vehicles subject to prior sale. We make every effort to provide accurate information including but not limited to price, miles and vehicle options, but please verify with your local Enterprise Car Sales location before purchasing. Current mileage may vary due to test drives and vehicle relocation. Used vehicles were previously part of Enterprise short term rental, lease fleet or purchased by Enterprise from other sources including auto auctions, with previous use possibly short term rental, lease or other.

²Limited warranty begins on vehicle purchase date and extends for 12 months or 12,000 miles, whichever comes first. Restrictions apply. For details, see an Enterprise Car Sales manager.

³ For seven days or 1,000 miles from the purchase date, whichever comes first, the vehicle may be returned minus a \$200 documentation and cleansing fee. Restrictions apply. For details, see an Enterprise Car Sales manager.

⁴ Enterprise 12-month Unlimited Mileage Roadside Assistance Package is provided by the American Automobile Association (AAA) and its affiliate clubs in the United States and Canada.

⁵ Customer satisfaction data based on survey of Enterprise Car Sales customers.

The Perfect Used Car Package and Haggle-Free Buying and Worry-Free Ownership are service marks of the Enterprise Rent-A-Car Company.

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