

# Achat Automobile Guide

*Popular Mechanics* 1993-07 Popular Mechanics inspires, instructs and influences readers to help them master the modern world. Whether it's practical DIY home-improvement tips, gadgets and digital technology, information on the newest cars or the latest breakthroughs in science -- PM is the ultimate guide to our high-tech lifestyle.

**Canadian Periodical Index** 1997

Car and Driver 1987

**Ayer Directory, Newspapers, Magazines, Trade Publications** 1922

Kothari's Economic Guide and Investors' Handbook of India 1969

**How to Buy a Used Car** ZEKE 2017-08-29 DO NOT BUY A USED VEHICLE UNTIL YOU HAVE READ THIS BOOK!!!!!!INTRODUCTION, OVERVIEW, AND WHAT YOU WILL LEARN IN THIS BOOK: BE A WINNER IN THE CAR BUYING PROCESS AND SAVE THOUSANDS OF DOLLARS\$\$\$; AND/OR GET A QUALITY VEHICLE FOR LESS.IN THIS BOOK ARE SOME SIMPLE AND QUICK "MUST KNOW CONCEPTS" FOR A CAR BUYER TO UNDERSTAND TO BE ABLE TO PURCHASE A VEHICLE FROM A DEALER AND/OR PRIVATE PARTY SELLER AND GET THE BEST PRICE; AND/OR THE BEST INTEREST RATES; AND/OR THE BEST TERMS; AND/OR TO INSURE A QUALITY VEHICLE THAT WILL SERVE YOU WELL.This very short book will give you the ABSOLUTE confidence, from the beginning to the end of the car buying process, of how to go out and purchase a vehicle and save thousands of dollars and receive a quality vehicle that will serve you well. This book is ABSOLUTELY the way to minimize the price you pay for a vehicle; and an ABSOLUTE way to minimize the interest rate; and an ABSOLUTE way to get closer to the terms you want; and an ABSOLUTE way to insure a quality vehicle in any car buying deal. If you do not know these concepts and car buying tips, you will CERTAINLY pay more for the price of the vehicle; and/or the interest rate on the vehicle will be higher; and/or the

other terms will CERTAINLY work against you; and you could possibly buy a dud (bad vehicle). FURTHER, this book is short and straight to the point. This book is also very simple to follow and all the concepts are disclosed in a way that is manageable so you can master them easily and quickly and commit them to your memory or strategy and go into the car buying process with extreme CONFIDENCE and get a great deal. By now we all are aware that Dealers, Dealerships, Sales People, and Sellers of vehicle's make more when they sale the vehicle at a higher price. There is no secret that the seller's whole motivation is to sell you the vehicle at the highest price possible, and/or at the highest interest rates possible, and/or on the seller's terms. It is a very common practice in dealerships that the higher the sales person sales the vehicle for, the higher the sales person's commission. The higher the interest rate, the higher the sales person's commission. The more the sales person can convince you to sign the contract closer to his terms, the higher the sales person's commission. Therefore, it should not be a surprise to you that you need to gain the most knowledge you can to offset the sales person's strategies and tactics and save yourself some money. Money that you can use for other things. This is just common sense. The concepts, and the explanations of these concepts, will CERTAINLY put you at a better advantage and keep the Sales Person from "eating you alive." These concepts are a "MUST KNOW." This book entails a very concise and short but thorough straight to the point step-by-step guide on how to successfully get a good deal on a vehicle.Directly below are 12 SIMPLE and QUICK "MUST KNOW" concepts to understand to be able to get the best PRICE deal; and/or the best interest rates; and/or the best terms; and/or to insure you receive a quality used vehicle. Please read the concepts below. Then, continue reading and the following pages will explain and expound on each concept and what each means in detail; so you understand each. 1. TRUSTING THE SELLER IS A BIG KEY. IF AT

ALL POSSIBLE, MAKE SURE THE SELLER IS SOMEONE YOU CAN TRUST. IF THE SELLER IS SOMEONE YOU DO NOT TRUST, IT MAY BE IN YOUR BEST INTEREST NOT TO BUY THE USED VEHICLE. IN SOME CIRCUMSTANCES THIS IS KEY. 2. MAKE SURE THE VEHICLE IS WHAT YOU NEED AND/OR WANT IN YOUR OWN MIND BEFORE STARTING THE NEGOTIATING PROCESS. 3. MAKE SURE THE CAR IS SOLID AND IN GOOD MECHANICAL CONDITION BEFORE YOU START THE NEGOTIATING PROCESS. 4. HAVE OTHER VEHICLES THAT YOU ARE ALSO COMPARING, OR AT LEAST ACT AS THOUGH YOU HAVE OTHER VEHICLES THAT YOU ARE COMPARING. 5. DO NOT EXPOSE HOW MUCH MONEY OR FINANCING YOU HAVE TOO SOON (THIS D.....

**How to Buy a Used Car** Ezekiel Fierce Zeke 2020-09-14 DO NOT BUY A USED VEHICLE UNTIL YOU HAVE READ THIS VERY SHORT AND SIMPLE BOOK!!! THESE STRATEGIES AND TACTICS ARE EASY TO REMEMBER AND CAN BE USED FOR A LIFETIME!!! INTRODUCTION, OVERVIEW, AND WHAT YOU WILL LEARN IN THIS BOOK: GET THE BEST PRICE; AND/OR THE BEST PAYMENT TERMS; AND/OR THE BEST INTEREST RATES; AND/OR THE BEST CONTRACT TERMS; AND/OR A GREAT WARRANTY; AND/OR INSURE YOU GET A QUALITY VEHICLE THAT WILL SERVE YOU WELL FOR A LONG TIME. IN THIS BOOK ARE SOME SIMPLE AND QUICK "MUST KNOW CONCEPTS" FOR A CAR BUYER TO UNDERSTAND TO BE ABLE TO PURCHASE A VEHICLE FROM A DEALER AND/OR A PRIVATE PARTY SELLER TO GET THE BEST PRICE; AND/OR TO GET THE BEST PAYMENT TERMS; AND/OR TO GET THE BEST INTEREST RATES; AND/OR TO GET THE BEST CONTRACT TERMS; AND/OR TO GET A GREAT WARRANTY; AND/OR TO INSURE A QUALITY VEHICLE THAT WILL SERVE YOU WELL FOR A LONG TIME. This very short book will give you the ABSOLUTE confidence, from the beginning to the end of the car buying process, of how to go out and purchase a vehicle and save thousands of dollars and receive a quality vehicle that will serve you well for a long time. This book is ABSOLUTELY the way to minimize the price you pay for a vehicle and/or how to get the best payment terms; and an ABSOLUTE way to minimize the interest rate; and an ABSOLUTE way to

get closer to the terms you want; and an ABSOLUTE way to get a great warranty; and an ABSOLUTE way to insure a quality vehicle in any car buying deal. If you do not know these concepts and car buying tips, you will CERTAINLY pay more for the price of the vehicle; and/or payments will be higher; and/or the interest rate on the vehicle will be higher; and/or the other terms will CERTAINLY work against you; and/or you will not get a warranty; and/or you could possibly buy a PROBLEM VEHICLE. FURTHER, this book is short and straight to the point. This book is also very simple to follow and all the concepts are disclosed in a way that is manageable so you can master them easily and quickly and commit them to your memory or strategy and go into the car buying process with extreme CONFIDENCE and get a great deal. By now we all are aware that Dealers, Dealerships, Sales People, and Sellers of vehicle's make more when they sale the vehicle at a higher price. There is no secret that the seller's whole motivation is to sell you the vehicle at the highest price possible, and/or at the highest interest rates possible, and/or on the seller's terms. It is a very common practice in dealerships that the higher the sales person sales the vehicle for, the higher the sales person's commission. The higher the interest rate, the higher the sales person's commission. The more the sales person can convince you to sign the contract closer to his terms, the higher the sales person's commission. Therefore, it should not be a surprise to you that you need to gain the most knowledge you can to offset the sales person's strategies and tactics and save yourself some money. Money that you can use for other things. This is just common sense. The concepts, and the explanations of these concepts, will CERTAINLY put you at a better advantage and keep the Sales Person from "eating you alive." These concepts are a "MUST KNOW." This book entails a very concise and short but thorough straight to the point step-by-step guide on how to successfully get a good deal on a vehicle. Directly below are 12 SIMPLE and QUICK "MUST KNOW" concepts to understand to be able to get the best PRICE deal and/or payment terms; and/or the best interest rates; and/or the best contract terms; and/or to insure you receive a quality used vehicle. AGAIN, THESE STRATEGIES AND TACTICS ARE EASY TO REMEMBER AND

CAN BE USED FOR A LIFETIME!!! Please read the concepts below. Then, continue reading and the following pages will explain and expound on each concept and what each means in detail; so you understand each.

1. TRUSTING THE SELLER IS A BIG KEY. IF AT ALL POSSIBLE, MAKE SURE...

**How To Buy a Car** HowExpert 2010-12-11 If you want to discover how to buy a car without getting ripped off, then get "How To Buy a Car" guide. This step-by-step guide will show you the secrets to buy a car from a car salesman insider point of view. - How to buy any car for lower price than the average car buyer. - How to get the huge discounts using the secrets to get the car that you really want. - Get insider secrets from a former auto dealer general manager. - Save money, time, and effort to get the car you want for the best price. - And much more... HowExpert publishes quick 'how to' guides on all topics from A to Z by everyday experts.

**Popular Mechanics** 1923-10 Popular Mechanics inspires, instructs and influences readers to help them master the modern world. Whether it's practical DIY home-improvement tips, gadgets and digital technology, information on the newest cars or the latest breakthroughs in science -- PM is the ultimate guide to our high-tech lifestyle.

The Complete Guide for Township Officers William Mahlon Rockel 1916  
*Popular Science* 1989-03 Popular Science gives our readers the information and tools to improve their technology and their world. The core belief that Popular Science and our readers share: The future is going to be better, and science and technology are the driving forces that will help make it better.

**Popular Mechanics** 1994-08 Popular Mechanics inspires, instructs and influences readers to help them master the modern world. Whether it's practical DIY home-improvement tips, gadgets and digital technology, information on the newest cars or the latest breakthroughs in science -- PM is the ultimate guide to our high-tech lifestyle.

Handbook of Buying Issue 1930

*Canadiana* 1989

Sport C. M. van Stockum 1911

**Popular Mechanics** 1994-03 Popular Mechanics inspires, instructs and influences readers to help them master the modern world. Whether it's practical DIY home-improvement tips, gadgets and digital technology, information on the newest cars or the latest breakthroughs in science -- PM is the ultimate guide to our high-tech lifestyle.

**Retirement Security** United States. Congress. House. Committee on Financial Services. Subcommittee on Capital Markets, Insurance, and Government Sponsored Enterprises 2003

*Sports Cars Illustrated* 1988

**Willing's Press Guide and Advertisers' Directory and Handbook** 2002

Motor 1913

## Achat Automobile Guide

Welcome to sparesort.purimas-lombok.com, your go-to destination for a vast collection of **Achat Automobile Guide** PDF eBooks. We are passionate about making the world of literature accessible to everyone, and our platform is designed to provide you with a seamless and enjoyable for Achat Automobile Guide eBook downloading experience.

At sparesort.purimas-lombok.com, our mission is simple: to democratize knowledge and foster a love for reading Achat Automobile Guide. We believe that everyone should have access to Achat Automobile Guide eBooks, spanning various genres, topics, and interests. By offering Achat Automobile Guide and a rich collection of PDF eBooks, we aim to empower readers to explore, learn, and immerse themselves in the world of literature.

In the vast expanse of digital literature, finding Achat Automobile Guide sanctuary that delivers on both content and user experience is akin to discovering a hidden gem. Enter sparesort.purimas-lombok.com, Achat

Automobile Guide PDF eBook download haven that beckons readers into a world of literary wonders. In this Achat Automobile Guide review, we will delve into the intricacies of the platform, exploring its features, content diversity, user interface, and the overall reading experience it promises.

At the heart of [sparesort.purimas-lombok.com](https://sparesort.purimas-lombok.com) lies a diverse collection that spans genres, catering to the voracious appetite of every reader. From classic novels that have withstood the test of time to contemporary page-turners, the library pulsates with life. The Achat Automobile Guide of content is evident, offering a dynamic range of PDF eBooks that oscillate between profound narratives and quick literary escapes.

One of the defining features of Achat Automobile Guide is the orchestration of genres, creating a symphony of reading choices. As you navigate through the Achat Automobile Guide, you will encounter the perplexity of options — from the structured complexity of science fiction to the rhythmic simplicity of romance. This diversity ensures that every reader, irrespective of their literary taste, finds Achat Automobile Guide within the digital shelves.

In the realm of digital literature, burstiness is not just about variety but also the joy of discovery. Achat Automobile Guide excels in this dance of discoveries. Regular updates ensure that the content landscape is ever-changing, introducing readers to new authors, genres, and perspectives. The unpredictable flow of literary treasures mirrors the burstiness that defines human expression.

An aesthetically pleasing and user-friendly interface serves as the canvas upon which Achat Automobile Guide paints its literary masterpiece. The website's design is a testament to the thoughtful curation of content, offering an experience that is both visually appealing and functionally intuitive. The bursts of color and images harmonize with the perplexity of literary choices, creating a seamless journey for every visitor.

The download process on Achat Automobile Guide is a symphony of efficiency. The user is greeted with a straightforward pathway to their chosen eBook. The burstiness in the download speed ensures that the literary delight is almost instantaneous. This seamless process aligns with the human desire for swift and uncomplicated access to the treasures held within the digital library.

A key aspect that distinguishes [sparesort.purimas-lombok.com](https://sparesort.purimas-lombok.com) is its commitment to responsible eBook distribution. The platform adheres strictly to copyright laws, ensuring that every download Achat Automobile Guide is a legal and ethical endeavor. This commitment adds a layer of ethical perplexity, resonating with the conscientious reader who values the integrity of literary creation.

[sparesort.purimas-lombok.com](https://sparesort.purimas-lombok.com) doesn't just offer Achat Automobile Guide; it fosters a community of readers. The platform provides space for users to connect, share their literary explorations, and recommend hidden gems. This interactivity adds a burst of social connection to the reading experience, elevating it beyond a solitary pursuit.

In the grand tapestry of digital literature, [sparesort.purimas-lombok.com](https://sparesort.purimas-lombok.com) stands as a vibrant thread that weaves perplexity and burstiness into the reading journey. From the nuanced dance of genres to the swift strokes of the download process, every aspect resonates with the dynamic nature of human expression. It's not just a Achat Automobile Guide eBook download website; it's a digital oasis where literature thrives, and readers embark on a journey filled with delightful surprises.

## Achat Automobile Guide

We take pride in curating an extensive library of Achat Automobile Guide PDF eBooks, carefully selected to cater to a broad audience. Whether you're a fan of classic literature, contemporary fiction, or specialized non-fiction, you'll find something that captivates your imagination.

## User-Friendly Platform

Navigating our website is a breeze. We've designed the user interface with you in mind, ensuring that you can effortlessly discover Achat Automobile Guide and download Achat Automobile Guide eBooks. Our search and categorization features are intuitive, making it easy for you to find Achat Automobile Guide.

## Legal and Ethical Standards

sparesort.purimas-lombok.com is committed to upholding legal and ethical standards in the world of digital literature. We prioritize the distribution of Achat Automobile Guide that are either in the public domain, licensed for free distribution, or provided by authors and publishers with the right to share their work. We actively discourage the distribution of copyrighted material without proper authorization.

**Quality:** Each eBook in our collection is carefully vetted to ensure a high standard of quality. We want your reading experience to be enjoyable and free of formatting issues.

**Variety:** We regularly update our library to bring you the latest releases, timeless classics, and hidden gems across genres. There's always

something new to discover.

**Community Engagement:** We value our community of readers. Connect with us on social media, share your favorite reads, and be part of a growing community passionate about literature.

## Join Us on the Reading Achat Automobile Guide

Whether you're an avid reader, a student looking for study materials, or someone exploring the world of eBooks for the first time, sparesort.purimas-lombok.com is here to cater to Achat Automobile Guide. Join us on this reading journey, and let the pages of our eBooks transport you to new worlds, ideas, and experiences.

We understand the thrill of discovering something new. That's why we regularly update our library, ensuring you have access to Achat Automobile Guide, celebrated authors, and hidden literary treasures. With each visit, anticipate fresh possibilities for your reading Achat Automobile Guide.

Thank you for choosing sparesort.purimas-lombok.com as your trusted source for PDF eBook downloads. Happy reading Achat Automobile Guide.

**Achat Automobile Guide:**

dell studio 1735 user manual dell latitude cs or s laptop service repair manual delphi dp210 fuel pump manual delphi language guide denon avr 1603 user manual dell md3000i manual denon avr 2802 avr 982 av surround receiver service manual dell precision workstation t7400 manual dell r720 manual dell studio xps 1340 manual dent repair kit autozone denon dvd 900 manual delta drill press 11 950 manual deltek vision 7 training manual denon avr 2803 manual densicheck plus user manual dell optiplex 320 troubleshooting demag jib crane manual dell latitude d610 manual dell m110 manual dell xps 15 l502x manual dennon recievers user guide denon avr f100 service manual delta multi cooker instruction manual denon avr 991 av surround receiver service manual delta shopmaster belt sander manual denso injector pump service manual dell manual for xps 8700 denon avr 1506 user guide dental pulse 7 edition dell manual e6400 dell poweredge 650 user guide delonghi toaster oven instruction manual dell xps m153documentation dell pp011 laptop manual dell latitude d6users guide drivers dell xps 410 beep codes dell product information guide dell xps 15 users manual demco user manual denso diesel injection pump overhaul repair manual dell latitude d510 manual dent dours tome hanna dell ultrasharp 2007fp user manual delphi diesel pump repair manual demonology the book of gabriel dell optiplex 990 troubleshooting dell latitude z manual dell xps 420 user manual democracy in practice ceremony and ritual in parliaments delonghi climaveneta hra hrn ff service user guide delonghi gran dama esam6600 repair manual dell printer v515w manual dell poweredge r710 systems hardware owners manual dell powerconnect 8024 switch manual delphi user manual sa10000 demonic daughter english edition denon avr 9receivers repair manual dell latitude d820 user manual dell optiplex 745 service manual delonghi dw47s service manual user guide dell pp311 user manual dell projector 1410x manual denon d c30 service manual denon avr 3803 manual denon avr 3200 user manual denon avr 1000 manual delonghi pac 60 user manual delta bs100 band saw manual dell studio laptop user manual dell poweredge r410

manual dental study guide denon dvd 1940ci dvd 758 service manual dentistry study guide dell studio xps 435mt motherboard manual denon avr 3300 av receiver service manual delonghi air conditioner inverterline user manual delta ac 9000 air user manual dell portable computers product information guide demystifying the meese rogoff puzzle dell v3printer user guide dementia for dummies dell optiplex 380 motherboard manual deltek 7 accounts payable manual dell vostro 1310 user manual democrat guide california propositions delphi skyfi2 user manual dell precision m4300 service manual dell studio 1555 user manual denon upa f 88 manual deloitte trueblood case solutions democratic faith new forum books dellorto dhla 40 diagram dell xps 1330 manual dell latitude d600 service manual disk denon dp 7f user guide dental health aid therapists report dell printer 948 manual dell latitude cpx motherboard dental nursing past exam papers dell latitude d610 user manual dell xps notebook user manual dell precision m6300 manual dell poweredge r710 manual dell vostro 32user guide denon avr e400 avr x2000 av receiver service manual deng xiaoping a political biography demand letter return of stolen property ca dell latitude d410 service manual dell latitude cp cpi service manual user guide dell studio 1555 owners manual denon avr 1802 882 service manual user guide democracy for the few 9th edition summaries dell m6600 manual denon audio system wiring diagram guide den and pack meeting resource guide denon avr 3806 manual densyadeyondaraakanyatu japanese edition dell xps 13 service manual denon avr 2807 user manual dell optiplex gx260 motherboard manual delmar tractor 4th edition answer key delphi wa city report dental carving manual dental assistant national board website denso authorized service dealer only dell xps 710 service manual dell latitude d83users guide dennis zill differential equations solution manual 3rd dell m1330 motherboard repair delphi rcd 5workhop manual installation dell repair guide demag injection molding machine manual delta convertible crib instructions denon avr 2307ci manual dell latitude e6410 user manual delphi skyfi boombox manual deltek gcs premier user manual dentrix study guide dellorto troubleshooting guide delmar s pharmacy technician certification exam review dell md3200i manual

deltora quest return to del delonghi coffee maker owners manual delta care usa fee schedule delphi grundig s3050dvd user guide delonghi debige 2440 e ss w user guide dell latitude d600 manual dental services technical manual arizona department of denon 3805 manual demuth the journey of a medieval woman and her dog dell t110 manual dell u2410 monitor manual demag truck crane parts manual delsey user manual dell xps 13 owner39s manual delonghi dehumidifier de 400p owners manual deloitte trueblood cases solutions delta 88 owner manual dell xps m1330 manual denon 3808 user manual dell xps 1710 service manual delta owners manual demandes et tu obtiendras delta tibera service manual dell latitude d820 users guide dell poweredge r72technical guide dell optiplex 39technical guidebook deltora quest episode guide density problems phet democracy in america volume i denon avr 1912 owners manual dell v313w manual guide dell latitude xt user guide delta homecraft 31 200 user guide dell streak repair manual delonghi dgs61st user guide dell precision m4600 user manual denon dcd cx3 super audio cd player service manual dell vostro v131 user manual dell poweredge r610 manual demons tale english edition denon avr 2308 manual dell v720 printer manual dental board busters part ii sample den gamle mand og havet denso service manual dell optiplex 3010 service manual dell poweredge 6850 manual dell xps desktop manual delphi reference guide dell manual optiplex gx280 dell latitude d620 hackintosh guide delphi dpc fuel injection pump service manual dell latitude d430 repair manual dell manual inspiron n5010 delphi lucas diesel injection pump repair manual dental assistant anesthesia study guide denon dn c620 professional cd player service manual denon dvd 3930 dvd 3930ci service manual dell service tag support denon dvd 2900 manual delonghi safeheat ew0507 manual dellorto 17 5 manual delphi 7 language guide dell latitude d830 troubleshooting delonghi ec 310 user manual denon rc 99manual guide dell x1 service manual dell latitude d63user guide denon dvd 2900 dvd audio cd player service manual denso ve4 service manual delonghi oil filled manual dell poweredge 64manual dental hygienist appreciation week 2014 delphi audio system sa102manual dell poweredge 2450 manual dental payment plan no credit dell vostro 1015

manual denis grebeshkov scouting report dell precision 340 user guide dell vostro a860 manual deltech fitness df141 ultra fit narrow user guide dell latitude ls laptop service repair manual denon avr 3300 manual dell vostro 13user guide owners instruction delphi diesel engine kia sorento dell v305 printer owner39s manual dell s2340l manual delphi word document generate dell xps 12 user guide denon avr 5800 user manual dell manual m4600 denon avr 68user guide demag crane service manual electrical dell latitude e6410 keyboard layout dell latitude e640manual user guide dell xps 8300 desktop manual deltek costpoint allocation manual delonghi pac c100el owners manual dell latitude e43user guide dell poweredge t610 manual dell xps m1530 user manual dell service tag lookup specs dental policy and procedure manual template dell xps m1730 owner39s manual dell manual e6500 denon drm 700a manual denon dp 1100 1250 user guide demo taproot human performance troubleshooting guide dell vostro 1220 service manual denon avr 2802 manual dell user manual for inspiron dels lemonade copycat recipe denon avr 3803 1083 avc 3570 service manual den of thieves acting edition delphi workshop manual deltech fitness df9500 assembly user guide dental health writing paper delorme in reach user manual dell optiplex gx620 motherboard service manual deni 1831 freshlock user guide denso ecu astra deloitte case trueblood solutions dell optiplex gx280 instructions dental health history update form deltaweld power supply service manual deluxe shop manual dell latitude e6400 manual user dentrix g3 user manual dell studio xps 1645 troubleshooting dell n5050 manual dentrix g4 manual dellorto carburetor tuning manual motorcycle demons darkness english edition delonghi pump system 50 pints user manual demag dgs manual denman tire annual report dentaquest texas manual 2013 delphi complete works of virginia woolf illustrated english edition delphi training manual dell latitude e6410 owners manual dell nx400 manual delta flight attendants manual deni food steamer instruction manual delonghi accurate axo axu awo awu installation manual user guide demons forever peachville high demons 6 by sarra cannon delonghi eam340user guide delta sigma theta pyramid rituals denon dn x1700 dj mixer service manual dell manual inspiron 580

dell xps m1530 owners manual dell xps 8500 setup guide dell poweredge  
r310 manual dental receptionist training manual dell xps 17 laptop

manual dell latitude cpx h plus laptop service repair manual delonghi  
dsm5 5 quart manual denon dn x100 service manual and repair guide  
dell xps 400 troubleshooting guide