



AUTO SOURCING PRICES AND PROCESSES

LET ME SAVE YOU \$2000 ON YOUR NEXT CAR!!

What are the costs?

1. I have a graduated fee structure for the services I provide as follows:

- I no longer Auto Source for vehicles less than \$5000.
- \$5001.00-\$8000.00=18% of total auction price
- \$8001.00-\$11000.00=13% of total auction price
- \$11001.00-\$20000.00=10% of total auction price
- \$20001.00-\$30000.00=7% of total auction price
- \$30001.00 and up=6% of total auction price

2. If the vehicle is purchased out of town there will be transportation costs. We will discuss this in prior to my purchasing your vehicle.

3. In order to protect your investment I offer multiple warranty options. You can review them under my warranty tab on my website.

4. I have competitive financing available to simplify the buying process if needed.

Pricing Example:

\$8800.00 Sale price at auction

\$185.00 Auction fee

\$352.00 Reconditioning

\$1168.00 Toddscarteam.com fee (13% of \$8985.00)

\$10505.00 total price plus tax & tags

Remember Carmax Price was \$13147. **Total Savings of \$2,642.**

How do we get started? It is a 12 step process. (Yes a 12 step car buying program!!)

1. Let's talk about your needs and budget to determine what vehicles will work best. It has worked best to go to www.carmax.com and search for used cars knowing you can expect to buy the same year, make, & model for about \$2000 less through me. I provide the current year Consumer Reports used car ratings under the Auto Sourcing tab for your research. Call me at 615-218-4101 when you have found some options.
2. Having established the best vehicle for you I will research and share with you auction market reports to determine year and mileage ranges that fit your budget. (You will now be armed with more information about your vehicle value than most car dealers!)
3. We will agree upon a wholesale target price and upper limit to pay at the auction.
4. Should you require financing I will help you arrange a pre-approval.
5. We will put our verbal agreements in writing on an Auto Sourcing Commitment form. Some items include price, miles, color, equipment, condition, reconditioning expectations and comfort level, and previous paint repair tolerance.
6. I will seek and buy your vehicle at the auction.
7. We will arrange to transport the vehicle to you.
8. I will present the vehicle for you to ensure it meets the criteria we agreed upon and you are satisfied.
9. We will complete the financial, tag, and title documents.
10. You will enjoy your savings and most importantly your new vehicle. And be secure in the knowledge you got a great deal!!
12. Stay in touch and refer all your friends that Auto Sourcing makes sense for.