

THE 2024 SMART CAR SHOPPER'S GUIDE

THE ULTIMATE INSIDER SECRETS TO LEASING OR FINANCING YOUR BRAND NEW CAR



Unlock the Hidden Strategies to Save
Thousands on Your Next Car Purchase

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INTRODUCTION

Are you thinking about getting a **brand-new car** but feeling confused about **leasing or financing**? You're not alone. I'm here to help clear up the confusion and make your car-buying journey smoother.

My name is **Johan Cruz** and I am an **Auto Broker** from **718 All Access in Forest Hills, New York**.

I created this guide because the more car shopping clients I spoke to, the more I realized that most people aren't too knowledgeable on the **differences between leasing or financing** a brand new car and which is the better option for them.

In this ebook, we'll talk about the differences between leasing and financing in simple terms. Whether you're new to buying cars, or you've done it before, **my goal is to give you the information you need to make smart choices**.

But there's more! We'll also explore a cool way to buy a car without all the hassle of going to a dealership: **using an auto broker**.

Imagine getting your dream car without the stress of negotiating or dealing with pushy salespeople AND getting your new car delivered straight to your door.

That's what an auto broker can do for you.

So, if you're ready to find out about leasing, financing, and how an auto broker can help you, keep reading. Let's make your car buying experience easy and fun.

LEASING VS. FINANCING

When it comes to getting a new car, there are two main options: **leasing** and **financing**. Both have their good points and bad points, but leasing is often a **favorite among smart car shoppers**.

In this section, I'll explain why leasing can be a **great choice**, in *easy-to-understand* terms. Whether you're new to buying cars or you've done it before, learning about the benefits of leasing can help you make a smart decision that **fits your needs**.

What is leasing a vehicle?

Leasing a vehicle is like *renting it* for a long period, usually a few years. Instead of buying the car outright, you pay a monthly fee to use it. You don't own the car at the end of the lease term unless you decide to buy it for a predetermined price.

During the lease, you're responsible for taking care of the car and keeping it in good condition. It's kind of like borrowing a car for an extended time, but with monthly payments.



BENEFITS OF LEASING A VEHICLE

- You can put **\$0 down** and just pay the taxes and fees (first month, DMV, Bank fee) upfront.
- Lease payments are almost always **lower than loan payments** because you're paying only for the vehicle's depreciation during the lease term.
- You drive the car during its most trouble-free years. (saving you money on things like new brakes, rotors, tires, etc...)
- You always drive the latest model of the vehicle with the latest safety features.
- You can get a new car every few years.
- You have bumper-to-bumper coverage that is provided by the manufacturer's new-car warranty.
- You can drive a higher-priced, better-equipped vehicle than you might otherwise not be able to afford.
- You don't have to worry about fluctuations in your car's trade-in value or go through the hassle of selling it when it's time to move on.
- You don't have to worry about maintenance. New cars offer bumper-to-bumper warranty for the first 3 or 4 years or 100k miles or less. If something goes wrong, you can take it to the dealership service center and most repairs will be covered by manufacturer's warranty.
- In the end, you can just drop off the car at the dealer.
- If you really love the car, you have the option to purchase the vehicle or trade it in for a brand-new lease.
- Potential tax deductions - if you use your car for business, you may qualify for a tax credit.

CONS OF LEASING

- If you keep leasing, you'll always have monthly payments.
- Lease contracts specify a limited number of miles (10,000/year is what most people usually like to get). If you go over the limit, you'll have to pay an excess mileage penalty. That ranges between 10 cents to 25 cents, depending on the vehicle). So make sure to calculate how much you plan on driving per year. You don't get a credit for unused miles.
- If you don't maintain the vehicle in good condition, you could be responsible for **excess** wear-and-tear charges when you turn it in.
- With a few exceptions such as professional window tinting, you have to bring the car back "as it left the showroom" condition, minus the usual wear and tear.
- If you switch to a different brand, you may have to pay a fee when you turn in the vehicle at the end of the lease.
- Breaks, tires, and rotors are not included in the bumper-to-bumper warranty.

FINANCING A VEHICLE

Financing a vehicle means borrowing money to buy it. Instead of paying for the entire car upfront, you make monthly payments to a bank or a finance company until you've paid off the loan plus interest.

Once you've paid it all off, you own the car outright. It's like getting a loan to buy a car, and then paying back that loan in chunks over time.

While leasing has its perks, financing a new car has its own advantages that shouldn't be overlooked:

Benefits of Financing a New Car:

- **Ownership:** When you finance a car, you're working towards full ownership. Once you pay off the loan, the car is yours to keep, sell, or trade-in as you please.
- **No Mileage Restrictions:** Leases typically come with mileage restrictions, whereas owning your car means you can drive as much as you want without incurring extra fees.
- **Customization:** If you enjoy personalizing your vehicle, financing allows you to modify it to your heart's content without worrying about violating lease agreements.
- **No Penalties for Wear and Tear:** Leased vehicles must be returned in good condition, while owning a car means you're free to use it as you see fit without fear of penalties for wear and tear.

LEASING VS. FINANCING

The chart below is an example of the differences between leasing or financing a vehicle that's priced at \$46,000 MSRP.

Feature/Cost Item	Leasing Example	Financing Example
Vehicle MSRP	\$46,000	\$46,000
Down Payment	\$0	\$9,000
Lease Term/Loan Term	36 months (3 years)	60 months (5 years)
Monthly Payment	\$550	\$740
Factor/APR	0.00125 (equivalent to 3% APR)	7% APR
Mileage Limit	12,000 miles/year	N/A
Lease Rebates	\$1,500	N/A
Residual Value	\$25,300 (55% of MSRP)	N/A
Total Monthly Payments	$\$550 \times 36 = \$19,800$	$\$740 \times 60 = \$44,400$
Total Cost (without fees)	Total Monthly Payments - Lease Rebates: $\$19,800 - \$1,500 = \$18,300$	Down Payment + Total Monthly Payments: $\$9,000 + \$44,400 = \$53,400$
Ownership at End of Term	No (unless purchased)	Yes
Option to Purchase	Yes, at residual value of \$25,300	N/A

Leasing a vehicle with a \$46,000 MSRP can be more cost-effective than financing. With a monthly payment of \$550 and a total cost of \$18,300, leasing offers lower payments and overall expenses compared to financing, which totals \$53,400 with a monthly payment of \$740. Additionally, leasing allows you to drive a new car every few years without long-term commitments.

WHAT IS AN AUTO BROKER?

An auto broker is like a *matchmaker* between car buyers and sellers. They help car shoppers like you **find the right vehicle at the best price.**

They have connections with **various dealerships** and can **negotiate on behalf of the buyer to get better deals**. They *save you time* by **doing the legwork** of searching for the car you want and handling negotiations.

Best of all, they deliver the car straight to your doorstep! You never have to step foot inside a dealership again.

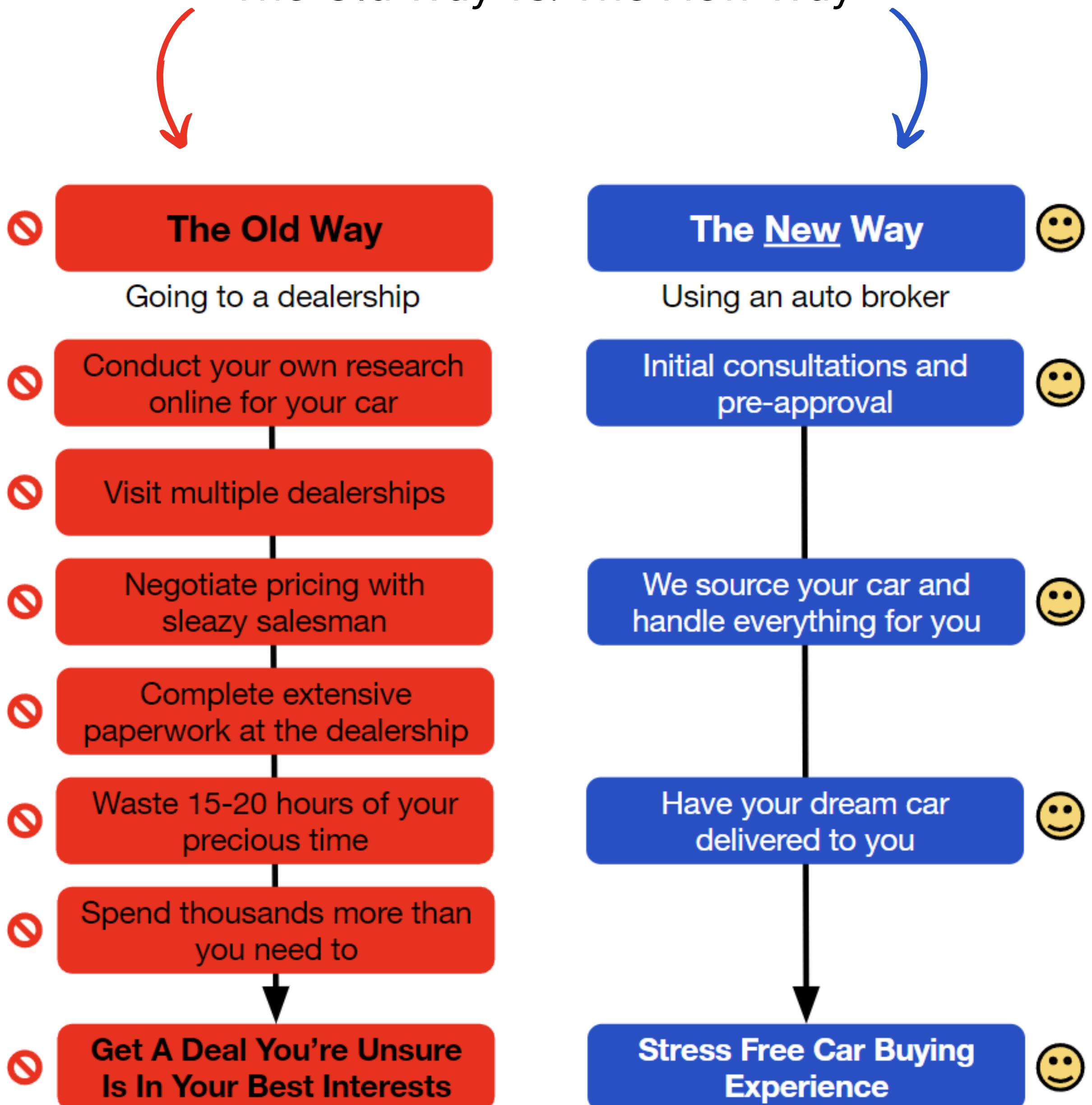
Essentially, they aim to make **the car buying process smoother** and often help buyers save money by using their expertise and industry connections.



AUTO BROKER VS. DEALERSHIP

THE CAR BUYING PROCESS:

The Old Way vs. The New Way



AUTO BROKER VS. DEALERSHIP

Auto Broker: Step-By-Step Process

INITIAL CONSULTATION:

- You provide the auto broker with details about the make, model, features, and budget for your desired vehicle.
- The broker listens to your needs and offers advice on the best options, including leasing vs. financing.

VEHICLE SEARCH:

- The broker searches through their network of dealerships to find the exact car you want.
- They compare prices and terms from multiple dealerships to secure the best deal.

NEGOTIATION:

- The broker handles all negotiations with the dealerships on your behalf, leveraging their industry expertise and connections.
- They aim to get you the best possible price, terms, and any available incentives or discounts.

PAPERWORK:

- The broker manages all necessary paperwork, ensuring everything is filled out correctly and efficiently.
- They explain the terms and conditions of the lease or finance agreement in simple terms.

DELIVERY:

- The broker arranges for the vehicle to be delivered directly to your home or office.
- You simply review and sign the final documents, then take possession of your new car.

TIME SPENT:

- Minimal time investment: You spend less than an hour initially discussing your needs and reviewing options with the broker.
- Stress-free experience: All subsequent work, including negotiations and paperwork, is handled by the broker.
- Total time saved: Approximately 10-15 hours compared to the traditional dealership process.



AUTO BROKER VS. DEALERSHIP

Dealership: Step-By-Step Process

RESEARCH:

- You conduct your own research online or by visiting multiple dealerships to find the desired car.
- Compare prices, features, and terms on your own.

DEALERSHIP VISITS:

- Visit several dealerships to see cars in person, test drive, and discuss options with salespeople.
- Each visit can take several hours, often involving long waits and repeated negotiations.

NEGOTIATION:

- Negotiate the price, financing, or lease terms with dealership salespeople and managers.
- Deal with high-pressure sales tactics and multiple rounds of back-and-forth negotiations.

PAPERWORK:

- Complete extensive paperwork at the dealership, which can be time-consuming and confusing.
- Ensure all terms are clearly understood and that no hidden fees are included.

DELIVERY:

- After all negotiations and paperwork are finalized, arrange to pick up the car from the dealership.
- This may require an additional visit to the dealership.

TIME SPENT:

- **Significant time investment:** Multiple dealership visits can add up to 10-20 hours, including travel time.
- **Stressful experience:** High-pressure sales tactics and extensive negotiation can be overwhelming and frustrating.
- **Total time wasted:** Approximately 15-20 hours, plus additional stress and potential for hidden costs.

Auto Broker Vs. Dealership

Time Comparison:



USING AN AUTO BROKER:

- **Total time spent:** 1 hour (initial phone consultation, review, and signing final documents)
- **Experience:** Convenient, stress-free & efficient.
- **Result:** Best possible deal without leaving home, car delivered to your door.

USING A DEALERSHIP:

- **Total time spent:** 15-20 hours (research, dealership visits, negotiations, and paperwork)
- **Experience:** Time-consuming, stressful, and potentially overwhelming.
- **Result:** May still result in a good deal, but with significantly more effort and hassle.

Aspect	Auto Broker	Dealership
Initial Research	Minimal (provided by broker)	Extensive (self-conducted online and in-person)
Consultation	15 minutes (initial consultation with broker)	None (research done individually)
Vehicle Search	Broker handles it (saves time)	3-5 hours (visiting multiple dealerships)
Negotiation	Broker negotiates on your behalf	2-4 hours per dealership (high-pressure tactics)
Paperwork	Broker manages and explains paperwork	2-3 hours (often lengthy and confusing)
Delivery	Car delivered to your door	Additional visit to pick up the car
Total Time Spent	1 hour	15-20 hours
Experience	Convenient, stress-free, efficient	Time-consuming, stressful, overwhelming
Result	Best deal with minimal effort	Potentially good deal with significant effort
Convenience	High (everything handled by the broker)	Low (multiple dealership visits required)
Savings	Save thousands due to broker's industry connections	May save money, but risk of hidden fees and upselling
Stress Level	Low (broker handles negotiations and paperwork)	High (dealership tactics and lengthy process)

Using an auto broker streamlines the car buying or leasing process, saving you significant time and stress.

You avoid multiple dealership visits, high-pressure sales tactics, and lengthy negotiations, all while ensuring you get the best possible deal.

With an auto broker, you can relax at home while they handle everything, culminating in the convenient delivery of your new car directly to your doorstep.

CONCLUSION

Smart car shoppers should seriously consider leasing over financing for several compelling reasons.

Firstly, leasing often allows you to drive a higher-end vehicle for a lower monthly payment compared to financing, freeing up your budget for other essential expenses or investments.

Additionally, leasing provides the peace of mind of driving a new car with warranty coverage, minimizing unexpected repair costs. Also, leasing lets you effortlessly transition to a new model every few years, ensuring you're always equipped with the latest features and advancements in automotive technology.

Overall, leasing offers flexibility, financial efficiency, and the luxury of consistently driving a new car without the long-term commitment and depreciation concerns of ownership, making it a savvy choice for the discerning car shopper.

Thank you for reading this guide. I hope the information you just read can help you make the right choice for yourself.

Now my question to you is....

Do You Want to Get a Great Deal To Lease or Finance a Brand New Car Without Ever Going To The Dealership Again... AND Get it Delivered Straight To Your Door?

To see if you qualify for a **special \$250 down payment** towards your next lease or financed vehicle. Click the link below

www.718allaccess.com



FREQUENTLY ASKED QUESTIONS

1: WHAT IF I EXCEED THE MILEAGE LIMIT ON MY LEASED VEHICLE?

If you drive more miles than your lease allows, you'll have to pay extra fees when you return the car. It's important to estimate your mileage accurately before signing the lease to avoid surprises later on.

2: CAN I TRANSFER MY LEASE TO SOMEONE ELSE IF I NO LONGER NEED THE VEHICLE?

Yes, you can find someone else to take over your lease, but you may have to pay a fee. Keep in mind that the new lessee must meet the leasing company's credit requirements.

3: WHAT HAPPENS IF MY LEASED VEHICLE IS DAMAGED?

You're responsible for fixing any damage beyond normal wear and tear. Make sure you have insurance to cover accidents. Be proactive about addressing any damage to avoid extra charges at the end of the lease.

4: CAN I NEGOTIATE THE TERMS OF A LEASE OR FINANCE AGREEMENT?

With an auto broker, you don't have to worry about negotiating the price or terms of your lease or loan yourself. The broker uses their industry expertise and connections to negotiate the best possible deal on your behalf. They compare offers from multiple dealerships, ensuring you get the best promotions and incentives available. Let your broker handle the negotiations so you can enjoy a stress-free car-buying experience.

5: WHAT ARE MY OPTIONS AT THE END OF A LEASE TERM?

You can return the car, buy it, or lease or buy a new one. Take some time to evaluate your needs and preferences before making a decision.

FREQUENTLY ASKED QUESTIONS

6: WHAT IF I WANT TO TERMINATE MY LEASE EARLY?

Terminating a lease early can be expensive, so it's best to review your lease agreement and discuss your options with the leasing company. A leasing company like 718 All Access can help most lessees terminate their lease a few months early.

7: WHAT HAPPENS IF I GO OVER THE MILEAGE LIMIT?

You'll have to pay extra fees for each mile over the limit. To avoid this, monitor your mileage throughout the lease term and consider purchasing additional miles upfront if you expect to exceed the limit.

8: CAN I CUSTOMIZE A LEASED VEHICLE?

Most lease agreements don't allow major modifications, but you can usually make minor changes with approval. Remember to keep records of any modifications made and restore the vehicle to its original condition before returning it.

9: HOW DOES AN AUTO BROKER GET PAID?

Auto brokers usually earn a commission or fee for their services. The dealerships pay the brokers for selling cars for them.

10: ARE THERE ANY TAX BENEFITS TO LEASING OR FINANCING A NEW VEHICLE?

Depending on your situation, you may be eligible for tax deductions if you use your vehicle for business purposes. It's best to check with a tax professional for advice. Keep thorough records of your vehicle expenses to maximize potential tax benefits.