



August 2007

Newsletter

Our Mission

At Women's Automotive Solutions, we make car buying easy! We are a team of automotive consultants who work with dealers and wholesalers to enable our clients to get the best possible deal. We believe the car buying experience should be an exciting and pleasant process, and we are committed to creating a positive experience one client at a time.

What We Do

Women's Automotive Solutions will help guide you through the entire car selection and buying process.

1. Tell us what type of car you want (new or pre-owned), and we'll find it!
2. We will negotiate price and financing to enable you to get the best deal.
3. We arrange delivery of your new or pre-owned vehicle.

You simply sign the contract and take the keys!

We make car buying easy!

Gap Insurance Prices

(through Women's Automotive)

Loan Term	Gap Price
0 - 60 months	\$260
61 - 72 months	\$310
73 - 84 months	\$360

We can also save you money on extended warranties!

Trade not worth much? Donate it to charity!

Do you have a car with high miles that no dealer seems to want? Many older cars with over 100,000 miles are only worth a couple hundred bucks on trade. You can try selling it on your own for a few hundred more, but is it really worth your time and effort? Why not donate it to charity

The Insurance Gap

Do You Owe More Than Your Car Is Worth?

By LeeAnn Shattuck

Nothing is worse than being in an accident that totals your beloved car. Except perhaps the shocking realization that you owe more on the loan than your insurance company is willing to pay!

Owing more on the loan or lease for a vehicle that it is worth is called being "upside down". Thanks to rising automobile prices, longer loan terms, and zero down payments, most people are upside down on their current vehicle. The vehicle depreciates in value faster than you are paying it off.

As we discussed previously in the newsletter (see "How Much is Your Trade REALLY Worth" - March 2007), the market value for your car is influenced by several factors: year, make/model, mileage, condition and "the market". The older it is and the more miles you have driven, the lower the value. If the car is dirty, has dents and scratches, has been in a prior accident or has not been maintained properly, it will be worth less than a more pristine counterpart. The "market" for a particular type of vehicle will also affect its value. Some cars just hold their value better than others for quality and reliability or simply "desirability" reasons. Hondas, Toyotas and BMWs traditionally hold their values much better than their American counterparts. Vehicle values may also be affected by external market factors. For example, high gas prices have tanked the market for large SUVs. Consumers are selling their gas-guzzlers in droves in exchange for smaller, more fuel-efficient vehicles. As a result, the supply of Suburbans and Expeditions far exceeds the demand, and prices plummet.

The realization that you are upside down is depressing enough when you go to trade in your vehicle, but still owing money after your car is totaled in an accident (especially if it wasn't your fault!) can be devastating. "But my insurance company has to pay to for my car!" you exclaim. Not exactly. Your insurance company must pay you what it feels is the current, fair market value of your vehicle based on year, make, model and mileage. They insured the vehicle itself. How you financed it, and how much you still owe on the loan, is your problem. Fortunately, there is a simple and relatively inexpensive solution - Gap Insurance.

Gap insurance is an endorsement to your personal automobile policy that "fills the gap" between the amount you owe on your loan or lease and the actual cash value settlement paid by your insurance company in the event of a total vehicle loss. For example, let's say you total your 2 year old car that you originally financed for 72 months. Your insurance company generously gives you \$15,000, but you still owe \$19,500 on your loan. The gap insurance will pay the \$4,500 difference, possibly less a small deductible.

Gap insurance has a relatively small, *one-time* cost and must be purchased at or close to the time you purchase your vehicle (usually within a week or two). It can be purchased whether you are financing a new or pre-owned car. Most leases today have gap insurance built into the lease, but be sure to confirm that with the dealer before you sign the lease papers. Gap insurance is offered by car dealers, online vendors and some insurance companies, and the price typically ranges from \$400 - \$700. Women's Automotive Solutions also offers gap insurance with prices ranging from \$260 - \$360, depending on the length of the loan. If you finance your new or pre-owned vehicle for more than 48 months and/or you do not make a significant down payment, then you need gap insurance. It's a small price to pay for the amount of risk that it mitigates. And, for your peace of mind.

instead and deduct the Kelly Blue Book value of the vehicle from your taxes! Many local charities, such as **Habitat for Humanity**, are looking for automobile donations! Charities use the cars and trucks as transportation for their workers, or they may give it to a needy mom or dad who needs a car to get to work! If you would like to donate your trade to a charity, contact Women's Automotive Solutions. We are committed to giving back to our community in a way that only car chicks can!

Contact Us

Each Women's Automotive Solutions consultant is an independent franchise owner.

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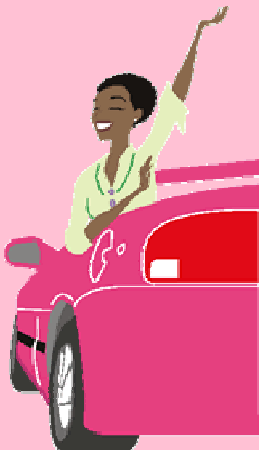
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Vehicle Spotlight – 2005 Ferrari F430

By "The Car Chick"

Each month, I pick a quality vehicle out of a hat and write about it. The article contains industry information about the vehicle and, occasionally, my humble opinion. Neither the car manufacturers nor the dealers pay me to do this, I just love cars. If you have a suggestion for a vehicle spotlight, please email me at leeann@womensautomotivesolutions.com!



Ok... I realize that I usually spotlight a vehicle that most of us could actually afford in our lifetime. But, this month, please indulge me. I had the rare opportunity to ride in this exquisite Italian supercar a few weeks ago, thanks to a former colleague from my Accenture days. Tom Pollan, now retired from Accenture, owns and operates an exotic car club in Charlotte, called [Privatus](#). Membership in Privatus affords you the opportunity to drive an entire fleet of the world's most exotic (and expensive) cars,

including this beautiful 2005 Ferrari F430. The price of membership – well, if you have to ask... Let's just say, it's less than the cost of owning any one of the cars.

I had never before had the privilege of even touching, much less riding in a Ferrari. I have two words to describe the experience – HOLY SCHNIKIES!!! The 4.3 liter V8, mid-mounted engine cranks up directly behind your seat and rumbles in your ear, as if a purring tiger were draped around your neck. From the moment the driver's foot touches the gas pedal, you are blown back into your leather, sport-stitched seat, as 483 horsepower threatens to push your eyeballs through the back of your head. I now understand how astronauts must feel during a shuttle launch! Zero-to-sixty takes a mere 4.5 seconds, but the rapid acceleration is extremely smooth with the F1-style transmission controlled by paddle-shifters mounted behind the steering wheel. (The F430 is also available in a 6 speed manual.)

The Ferrari F430 may be a super-sports car, but it still has many of the safety features and creature comforts the rest of us enjoy in our Hondas and Toyotas. The F430 comes standard with leather seats, antilock brakes, traction and stability control, airbags, and even a CD player. (Not that you could hear your jazz or hip-hop over the growl of the engine.) The price for this ultimate thrill ride? The F430 coupe starts at a mere \$170,000; the convertible (called the "Spider") starts around \$193,000. Since that's about same amount as my mortgage, I am very grateful to Tom for letting me ride in this dream car. He wasn't crazy enough to let me *drive* it, but he did allow me to name her "Francesca". ☺



The annual National Business Women's Week "WomenConnect!" event will be held October 17, 2007 at the Hilton uptown Charlotte. This year's theme is the "Hats of Life", celebrating the many roles women play during the course of their lives. This great networking event is expected to draw 500 women and will feature appearances by Sheri Lynch from the Bob & Sheri show (107.9 The LINK) and several distinguished panelists. Please join us for this exciting luncheon and networking event. Register online at www.nbwwcharlotte.org.

(Sponsorship opportunities available.)