



## 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.

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## 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!**

## Car Care Quick Tip!

By Charlotte Spraggins

Those accidental stains that just seem to happen... or if you are a smoker and you have smoke damage on your headliner... Did you know that you can mix 1/3 part rubbing alcohol to a 3/4 part straight, clear ammonia in a spray bottle to create your own stain remover? Just apply a small amount to a clean, soft rag, rub on, and "wahh" - the stain disappears! For powerful stains, use a medium

## The Teen Driver

By Michelle Lundy, Founder

February is known as "Love Month", so I thought I would write about something we all love more than anything - our children. As a mother with a new, teenage driver, what a great time to share what I have learned about teenage driving through hours of research. Parents put on your seatbelts this will be your scariest ride ever. Let's begin with some alarming stats:

- A total of 5,288 teenagers ages 13-19 died in motor vehicle crashes in 2005. (IIHS 2005)
- Teenagers accounted for 10 percent of the US population in 2005 and 12 percent of motor vehicle crash deaths. (IIHS 2006)
- In 2003, motor vehicle crashes were the leading cause of death among 13-19-year-old males and females in the United States. (IIHS 2006)
- Fifty-four percent of motor vehicle crash deaths among teenagers in 2005 occurred on Friday, Saturday, or Sunday usually between 3pm and midnight. (IIHS 2006)
- The presence of teen passengers increases the crash risk for unsupervised teen drivers: the risk increased with the number of teen passengers. (CHEN 2000).
- Crash risk is particularly high during the first years that teenagers are eligible to drive (IIHS 2003).
- In 2002, 29% of drivers ages 15 to 20 who died in motor vehicle crashes had been drinking alcohol (NHTSA 2003).

I have clients that come to me to find that perfect first car for their son or daughter. Parents, I caution you to search for your teen's automobile with your head and not your heart. We all want our teen to drive the newest and coolest car out there, but that can come with a cost. As I drive around town and I see these young and inexperienced drivers in Mustangs, BMW's and Expeditions. I have to tell you that it gives me great concern. In my 25 years in the Automotive industry, I have heard too many tragic stories. These automobiles are very powerful and big, which is a concerning factor in the hands of an inexperienced driver. I do not write this to condemn anyone for wanting their precious child to have the finest. I ask you to ask yourself is the finest always the best.

As parents, we walk a fine line between monitoring our children's behavior to keep them safe and respecting their privacy. We ask them who they are going to be with when they go out and where they are going. We call the parents of a friend who is having a party to make sure the kids will be properly supervised. We make rules, set limits, and check up on them. So, why do we not do the same thing when it comes to our teen's driving behaviors?

Thanks to the internet, wireless technologies and GPS, many tools and devices are now available that allow you to monitor your teen's driving habits at a reasonable cost. I like these products, called Event Data Recorders (EDRs), not for spying on our children but for the safety features that they bring to the table to help protect our children. Two EDRs, recently tested by Consumer Reports (August 2006), are the CarChipE/X with Alarm (\$199) from Davis Instruments and the RS-1000 from Road Safety International (\$280). Many cell phone providers, like Sprint, even offer tools that allow you to monitor your child's location and speed using a simple GPS-enabled cell phone for as little as \$20 / month.

coarse brush underneath the rag. Apply only to CLOTH, and do not inhale! Happy Car Days to you!

## Contact Us

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

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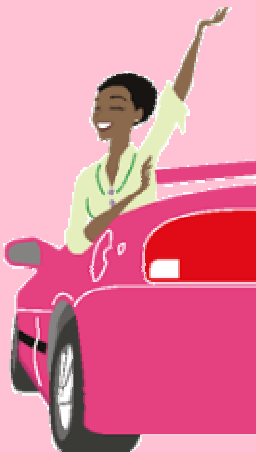
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Good Luck to all of you first-time teen driver parents! As I am assured by parents that have gone before us, we will survive. (For more information on teen driving, visit [www.drivehomesafe.com](http://www.drivehomesafe.com).)

## Vehicle Spotlight – 2007 Toyota Avalon

By LeeAnn Shattuck

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 like cars. If you have a suggestion for a vehicle spotlight, please email me at [leeann@womensautomotivesolutions.com](mailto:leeann@womensautomotivesolutions.com)!



Looking for a luxury vehicle without a luxury price tag? Then the Toyota Avalon might be right up your driveway.

The Avalon is Toyota's flagship sedan, and it successfully bridges the gap between the more mainstream Camry and Toyota's luxury brand, Lexus.

Redesigned in 2005, the Avalon features a 268-horsepower V6 engine and is available in four trim levels: the XL, Touring, XLS and Limited. The base model XL still offers upscale amenities as a CD player, automatic climate control, a tilt/telescoping wheel, a power seat and 16-inch alloy wheels. The sportier Touring model has a firmer suspension, 17-inch wheels, leather seats, a power passenger seat and aluminum interior trim. The upscale XLS adds a power moonroof, heated outside mirrors and a 6 CD changer. The luxurious Limited includes rain-sensing wipers, perforated leather memory seats (heated/cooled), wood grain trim, a power rear sunshade, keyless startup, and a 12-speaker JBL stereo. Navigation, satellite radio and adaptive cruise control are options on certain trim levels.

Safety features abound on the Avalon as well. Side airbags for front passengers are standard on all trim levels, along with side curtain airbags for front and rear passengers and even a driver-side knee airbag. All 2007 Avalons have antilock disc brakes and a tire-pressure monitoring system, and traction/stability control and brake assist systems are optional.

The front wheel drive Avalon earned a top score of "Good" for its protection of occupants in frontal-offset and side-impact crashes in IIHS testing, and is rated above average for reliability. With its high-quality interior, quiet and comfortable ride, and upscale amenities, the Toyota Avalon is about as good as it gets under \$40,000. (To learn more about the Toyota Avalon, visit the official Toyota website at [www.toyota.com](http://www.toyota.com).)

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