

HOW TO AVOID THE SEVEN DEADLIEST MISTAKES

NEARLY ALL CLASSIC CAR BUYERS MAKE
& *OWN THE CAR OF YOUR DREAMS*



**NEWLY
UPDATED FOR
2014!**

FREE REPORT

“How to Get A Great Buy On The Classic Car of Your Dreams and Avoid The 7 Deadliest Mistakes Nearly All Classic Car Owners Have Made!”

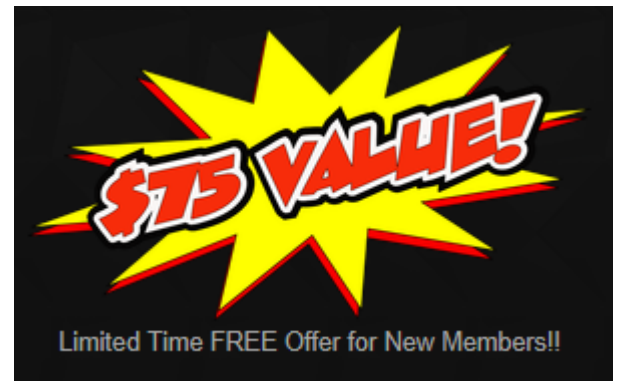
Plus...

Congratulations! Owners of this report are awarded membership to the Vanguard Motor Car Club™.

Benefits include:

- Frequent & infrequent advance email and video updates, before they're released to the general public.
- Bonuses for referring your friends
- 1-on-1 “No Holds Barred” phone call with Tommy Gun of Vanguard Motor Sales
- Preferred interest rates
- Guaranteed 12-month buy back
- 117-point written report on every vehicle

If you have not scheduled your 1-on-1 phone call yet...[click here!](#)



The first edition of this report has become something of an 'underground classic-must read' among the most astute classic car buyers in North America. Whether you are considering your first car

investment or you've been through the process dozens of times, we recommend you print out this report, make careful notes and maybe even take it to bed with you.

Presented By

ClassicCarBuyingSecrets.com

Authored by a real car guy who owns, works on and drives classic cars.



Tommy "Gun" Photsios

Let's Get Started!



I'm confident that you'll find this report useful. You should know that it has been compiled from many, many man hours, thousands of lost dollars due to fraudulent sellers and vehicles with hidden defects that I discovered the hard way. Not to mention the many more lessons learned from the University of Hard Knocks. Plus, most people agree... it passes the 'sniff test'!

I'm not telling you this to scare you. I'm telling you because if I can help you avoid even just one of the issues that I've had to deal with, then this free information will be worth far more than the time you have so graciously taken to invest in reading it.

Here are some of the complaints that we hear over and over again from frustrated classic car buyers and some recommendations to go along with them.



- Dealing online with sellers that have zero, or very little feedback.
 - If using eBay, make sure your seller has at least a 90-100% feedback, especially when dealing with high dollar items.*
 - There are a lot of scammers out there. Know who you are dealing with; research your seller by Google-ing their name.*
- Being asked to send money without having a commitment from the seller, like the vehicle title or a sales contract. Never do this!
 - Ask for a written sales contract, and ask to see the vehicle title in person before committing to purchase the car.*



- Everyone's interpretation of the quality of a vehicle is different. "Driver" or "Trailer Queen", etc., can vary from one person to another.
 - ❑ *This is a biggie! Ask to see pictures from multiple view points, a video and an inspection if available.*
- Getting a car with a clean title, i.e.: no liens.
 - ❑ *Review the title, front and back, in person before you even think about dealing with the seller. Make sure the name on the title matches seller's name.*
 - ❑ *Make sure the VIN on the title matches the VIN on the car.*
- Verifying that the car truly has a numbers matching motor.
 - ❑ *Be sure to see it with your own eyes. The seller could have been lied to when they purchased the car. Make sure to dot your 'i's and cross your 't's when you buy it.*

Buying a car is a substantial investment that you will enjoy for years. On the other hand, you may have to suffer with it for years if you get stuck in a bad transaction due to a shady seller that sells a car with hidden defects or title problems. Here are the **7 Deadliest Mistakes** to avoid when buying or selling a classic car.

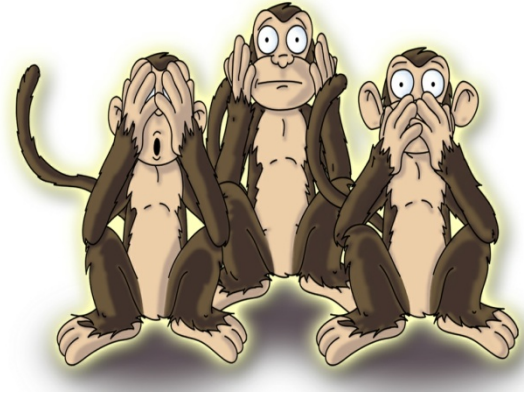
1. Titles

- a. The title has a lien
- b. The title is in the name of someone other than the seller
- c. The car has NO title
- d. The car has an out of state title
- e. Beware of cars with salvage title or assembled title
- f. Make sure the title matches VIN on the car



2. Non-disclosure by the Seller

- a. Not mentioning that the car was originally a manual transmission that was converted to an automatic, and now has an extra pedal dangling under the dash.
- b. Not mentioning that modifications were made to the dash (especially the gauge package).
- c. Not mentioning that "home-made" work was done (such as wiring, carpet, headliner, seats, console, engine work, paint, etc.) Saying a car has new paint can raise the value. Beware of a car that was painted in someone's garage. Leave the paint to the professionals!
- d. Overall inaccurate description of the vehicle.
- e. Non-disclosure of mechanical problems and non-working items (such as wipers, air conditioning, etc.) I hate hearing, "I didn't mention the wipers don't work because I never drive in the rain," or "The car has A/C, it just needs Freon," then finding out half the A/C parts are missing.



3. Pricing

- a. Basing the sales price on an appraisal (especially if the appraisal is more than a year old). Appraisals are for insurance purposes and not to determine market value. Old appraisals are worthless.
- b. Basing the sales price on similar vehicles. This is like comparing apples to oranges. Two cars are never alike and conditions can vary, including its geographical location.
- c. Listing the same car over, and over, and over at the same price. The market drives the price, not what you think the car is worth. If it doesn't sell, adjust the price.



4. Information missing from listing

- a. No photos of the undercarriage, backseat, headliner, dash, engine bay and trunk.
- b. Taking photos of the vehicle with parts that are NOT being sold with car (i.e. wheels and tires that DO NOT come with vehicle).
- c. Trying to sell a vehicle with “boxes of spare parts” and asking a higher price because of it. Spare parts do not increase value.
- d. Not mentioning accidents, chips, rust bubbles, bondo, dents, scratches, etc. Not mentioning paint over rust or “home-made” paint job. All work should be of professional quality.
- e. Not mentioning vehicle is NOT the original color. Not mentioning interior changes (such as non-original seats, new gauge package, etc.)
- f. Not mentioning that the car is a “clone” or “tribute” (not a “true” SS or RS).



5. Red Flag Terms – The seller should describe the car as best as possible and not use “cute” terms such as:

- a. NEW PAINT could mean it is hiding recent body work such as bondo or an accident
- b. ORIGINAL PAINT can mean “needs a paint job”
- c. SURVIVOR can be a sign that the overall condition is poor
- d. UNMOLESTED could mean it needs total restoration
- e. FRAME ON RESTORATION usually means “paint work” only
- f. BARN FIND means it has not run or been driven in a very long time
- g. NEEDS A LITTLE TLC (my favorite) -usually means the car needs extensive repairs



...you know the rest!

6. Financing

- a. Bankers are a real conservative bunch, especially after the real estate crisis that hit this country four or five years ago. When it comes to classic cars their butt cheeks tend to pucker up like a sour lemon. They tend to get real stingy by either not financing cars, or only offering the most conservative plans, like 50% down and two or three year terms with interest rates only slightly lower than a typical credit card.
- b. Our experience at Vanguard Motor Sales has been totally different with those bankers☺ Most often, they love to finance our cars with rates that would make billionaire guys like Donald Trump turn green with envy. We've seen plenty of our bankers offering low down payments (five, eight and even ten year terms, and interest rates as low as 1.99%). This is unheard of for "classic cars". We believe these flexible programs are due to the unprecedented track record we've had with repeated transactions, the high value retention and investment grade nature of these types of vehicles. Understand, each person is approved on their own merits. Put us to the test, we don't want to disappoint you.
- c. Many classic cars fall into the category of being sold by "used car salesmen", brokers, consignment dealers, auctioneers or any number of middlemen. While that does not make them dishonest, they do want to make a fast sale and earn a fat commission. They have no desire, and in many instances do not have the opportunity to take the time to understand the history of the car you are looking to invest in. Vanguard Motor Sales is the complete opposite of these guys!

7. Shipping a Vehicle

- a. Make sure the shipper is licensed and insured
- b. Ship with an enclosed carrier to avoid road hazards
- c. Make sure the shipping company has the correct address and phone number for pick-up and delivery
- d. Schedule your delivery for a time when you know someone is available to accept delivery of the car

Conclusion

Owning and driving a classic car is an experience that everyone should enjoy. Unfortunately, you may have been through the not-so-fun experience of buying a classic car. Doing this by yourself can be a bit overwhelming. Hopefully this report will help you to avoid some of the major pitfalls that so many others before you have become victim of.

Many people who would love to own a piece of history become stressed with the many issues that come up during the buying process and simply let the classic car of their dream slip away. Luckily, with Vanguard Motor Sales you can make the experience a very positive one for yourself, or anyone you know who is truly serious about owning a classic car.



Each and every day I help people from all over the world evaluate and purchase the classic car of their dreams. So many car guys, just like you and I, are searching high and low to find the car they remember from their childhood or their early days of driving. If you would truly love to find that special classic car you've been wanting forever, but aren't able to find (or those you come across are a disaster), I would love the opportunity to help you. In fact, I love talking to people about classic cars. When you have some time one of these days, feel free to give me a ring; I'll be glad to answer any questions you have, and put in a few phone calls to my contacts in the classic car industry to see what we can come up with.

Remember, I'm a car guy myself. Not too long ago I got a call from a guy who was looking for '72 Chevelle with a Big Block. Now, you may be thinking, "That shouldn't be too hard to find". Well you're right, except this guy wanted a red one that was in mint condition.

After nearly two years looking on his own and only finding cars in the \$35,000 - \$45,000 range, which was just a bit outside of his budget, he gave me a call. Within three weeks I found him the car of his dreams and he bought it for just a bit over \$24,000. Whether you're looking for a '32



Ford Roadster or a '57 Chevy, give me a call. Who knows? Your dream car may be just a phone call away! Consider me your personal classic car liaison, without the bow tie.

Until next time,

Tommy "Gun" Photsios

P.S. Make sure you take a look at my company's web site ... we are picking up new classics daily! We take over 100 professional quality photos and shoot HD videos so you can see and hear what the car is like in real life.

Check us out at: www.VanguardMotorSales.com

Vanguard Motor Sales is conveniently located a short 20-minute drive from Detroit Metro Airport. If you would like one of our drivers to pick you up from the airport or a local hotel, call 248-974-9513 or [email](#) at least a day in advance and we'll be happy to pick you up.

