



And So My Car Just Magically Appears ?

Yes it does! But it's not magic, just good service. I deliver your car to your driveway in person, and I'll have all the paperwork on hand ready to finish the deal on the spot...

But I don't put you on the spot.

Instead of one of those little offices where car dealers "work you" and then pressure you into lord knows what, we'll sit down where you're comfortable and I'll show you all the numbers, costs, fees, and "fine print". I'll explain everything so you're comfortable with the deal and with me.

That's what personalized, honest, courteous service is about.

If you're happy with buying a car through me, and your purchase supports a local community organization, then maybe you'll tell your family and friends to buy their cars through me too. Who knows, I might even get invited to dinner!



There's GOT to be a Catch*!
Gary saves a bundle because he's an independent auto broker.
He doesn't have a mortgage on a fancy car lot, or a pack of hungry, drooling car salesmen to pay for.
So he can sell you the same car for hundreds or thousands less.
*There is: **Gary** saves a bundle - so **you** save a bundle!

With Gary Markowitz

You Have a Friend in the Car Business

And You can be a friend to your local charity, kids team, or community programs at the same time!



Yes, a Real Friend Who Makes Money By Saving You Money

Don't you wish you had a friend in the car business? Not just someone you met in the supermarket who *happened* to be a car salesman, but the kind of person you'd have over for *dinner*? But car salesmen are...well...usually **not** that kind of person. Most of them even look at you like *you're* the main course!

I'm **Gary Markowitz**, and I have a very **pleasant** surprise for you. My business makes money by treating you differently, finding you the car you want, cutting out the huge costs of having a lot full of cars and car salesmen, and delivering the car to you at a big savings.

Not only will you save significant money for yourself, but you'll directly support your favorite local charity, youth program, little league, or religious organization! I donate \$100 cash to your favorite community program or organization when I sell you a car.



While most car dealers have a hundred "tricks of the trade" to get you to pay top dollar for a car you may not even *want*, I have only one trick. But it's a *really* neat trick...

I work for the buyer, not a dealership.

As a car **broker** instead of a commissioned salesman, I can work for your best interest, not against it!



So How Can You Save Me Money on a Used Car?

Car dealerships and used car lots cost a **fortune** to operate. Commissioned car salesmen cost a bundle too. And all those *bright* lights, big signs, and **full page ads** ain't cheap either. So all that money has to be added into the price of their cars... **unless** you can buy the same car through an independent broker who doesn't have all that overhead and doesn't have to charge **you** extra to cover it!



As an independent auto broker, I have no sales staff, no car lot, no bright lights, no TV commercials. I don't pay for that stuff, and so you don't pay for it either.



More importantly, I don't have dozens of used cars filling up a parking lot for you to "choose" from. That means I don't have to bully you into a make, model, or color you didn't really want. I can sell you the exact car **you** want without tying up millions of dollars in inventory, which cost car lots another fortune in interest payments. So you save *that* money too!

The bottom line is that I can locate, purchase, and sell you the car **without** spending hundreds or *thousands* along the way. That savings allows me to deliver the same car to you for hundreds or thousands less out of your pocket.

And **not** needing to 'rip off' the buyer means that I can make a living and I *don't* even need to act like a regular car salesman to do it. I can *actually tell you the truth*, let you choose what you really want, and not pressure you into buying something that's not right for you.

So Why Are You Giving Money to My Favorite Community Organization?

Because helping a charity, a little league team, a church or temple is **good business** every bit as much as it is doing good for the **community**.

By helping to put this brochure into your hands, the community organization is helping me reach customers for far less money than traditional car dealer advertising. (do you know how much a TV commercial with a trained Rhino *costs*?)

With no TV commercials, no newspaper ads, and no Rhino, **guess** who gets to share in that big cost savings...everyone!

When you buy a car through me, I'll donate \$100 back to the organization, youth team, charity or group you specify, so they can continue to benefit the community.

- ◆ You're a hero to your favorite community organization...
- ◆ I get a new customer...

***And you still saved a TON of
money buying a car!***

**Well I'll be Deep Fried !
I really do have a Friend
in the Car Business!**

Gary Markowitz

The Broker
Representing the Buyer

909-555-1212