

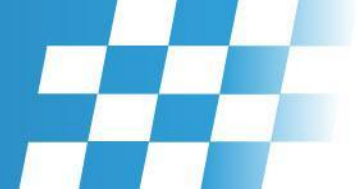
*Tom Gill Chevrolet*

# ADVANTAGE PRICE



*Simple Price Guarantee.*





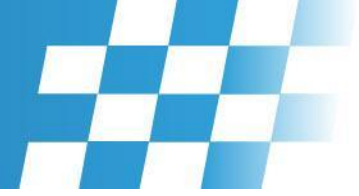
# **We want to sell you a great car NOT take you for a ride.**

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*68% of the Buying Public Dreads:*

- Time it took to get to the bottom line
- The Hassles & The Pressure
- The Inflated Prices

**Our guests said they wanted to purchase  
their vehicles in a less-stressful environment**

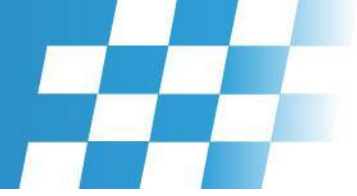


# Shop with Tom Gill and the advantage is yours.

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*You always get our advantage price the first time.*

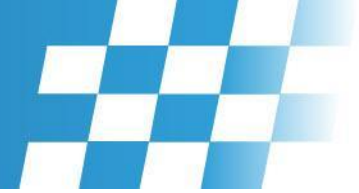
- No back and forth
- No wasting your time
- No inflated prices
- No better value anywhere else
- No pressure



## About that Price Advantage...

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*Our price has to be competitive because  
it's clearly posted on the internet, for  
**EVERYONE** to see - even our  
competition.*



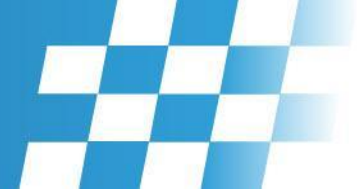
# About that Price Advantage again.

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## *The factors behind the price:*

- Availability and market value
- Age, color and equipment
- Consumer rebates
- Factory/Dealer incentives

***We promise a price Advantage, so  
We shop our competition EVERY DAY!***



# Your Tom Gill Product Specialist Works for You.

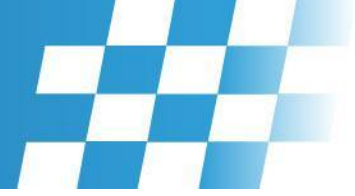
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*Our sales staff are paid based on salary, volume bonus and customer satisfaction, which means:*

- They aren't haggling to increase their commission  
*(less back & forth saves you time!)*
- They're giving you the Advantage Price up-front  
*(advantage price up-front saves you money!)*

*We are a resource to help you understand every aspect of your buying decision.*

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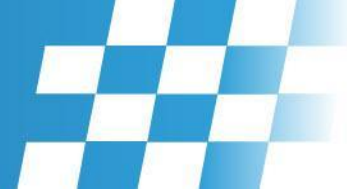


## Speaking of Trade-ins...

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*Our Pricing Advantage makes  
the trade-in process easier.*

Instead of a guessing game, we show you exactly what your vehicle is worth and how we arrived at the figure.



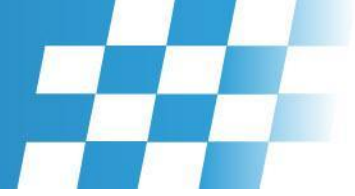
## Speaking of Trade-ins...

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- Value is based on Kelley Blue Book's Instant Cash Offer.  **Kelley Blue Book<sup>SM</sup> Instant Cash Offer**
- Kelley Blue Book is an unbiased 3<sup>rd</sup> party that correctly values your vehicle based on real time market data

***You can sell us your vehicle  
whether you buy from us or not.***



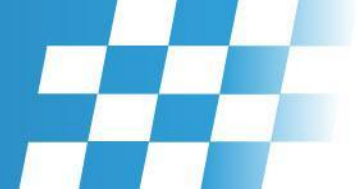


# The Tom Gill Financing Advantage

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*Cash is the easiest way to buy a vehicle.*

- Tom Gill financing is the second easiest!



# The Tom Gill Financing Advantage

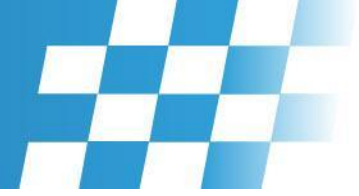
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## *Length of Loans*

- Typically 24 – 60 months
- Extended Terms Available
- Shorter length, less interest paid
- Extended terms = lower payments

## *Cash Effects*

- More cash down = lower interest and payments
- Trade-in equity helps
- Lenders often like to see 20 – 30% cash or equity



# The Tom Gill Financing Advantage

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*Interest rates are based on:*

- Year, Make and Model
- Your time at your job
- Equity or cash up front
- Credit History
- Amount borrowed
- Length of loan
- Other factors



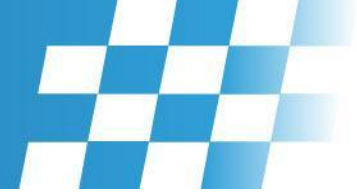
# The Tom Gill Financing Advantage

*Bank Rates* (factors include credit score, vehicle, term of loan):

Ex. Score	(800)		(700)		(600)		(500)		(400)			
	A+	A	A-	B+	B	B-	C+	C	C-	D+	D	D-
	3.9%			<b>NEW</b>			18%					
	4.9%			<b>USED</b>			20%					

Financing programs available for virtually all credit situations  
 (some documentation might be required).

*Each manufacturer also offers incentivized rates throughout the year that might be lower than these—available to those who qualify.*



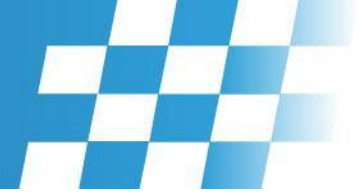
# The Tom Gill Financing Advantage

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*How your monthly payment is calculated:*

- New Vehicles: \$18 to \$26 per \$1,000 borrowed\*
- Used Vehicles \$20 to \$28 per \$1,000 borrowed\*

*\*Estimates based on 60-month loans*



# The Tom Gill Financing Advantage

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## *Should you lease?*

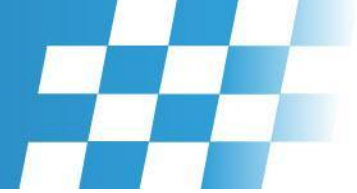
- Less cash required up front
- Shorter terms. Drive a new vehicle every 2 to 3 years
- Lower monthly payments
- More equipment and vehicle for less money
- Only pay for the portion of the vehicle that you use
- **Guaranteed Future Value**



# Match Smaller Payments To Your Paydays



✓ Safe and Secure Payments	✓ Eliminate Late Fees
✓ Reduce Interest and Term	✓ Eliminate Checks, Stamps & Envelopes
✓ Easier to Budget	✓ Convenient and Easy
✓ Combine other Bills	✓ Member for Life



# The Tom Gill Financing Advantage

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## *Protect Your Investment*

### Vehicle Service Contracts

- “The Mechanic” is the ultimate worry-free extended protection

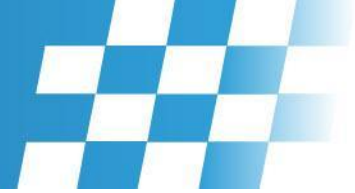
### Luxcare XT Paint and Fabric Defense with Cal-Tex Protection

- Helps protect your car's appearance inside and out

### Four FOR One Protection

- Tire and Wheel with Cosmetic coverage + Windshield coverage +  
Paintless Dent Repair + Lost Key Replacement





# Tom Gill Chevrolet New Car Advantages

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 Lifetime Oil Changes & Tire Rotations

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 Courtesy Loaner Car *when your car is being serviced here*

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 GM Preferred Owner Program

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 Additional Trade-in Value Guarantee

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 Unlimited Car Wash

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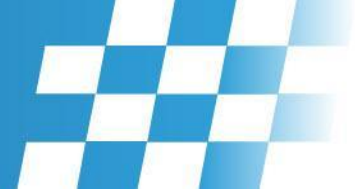
 Luxcare XT Protection –








*A full year of preservation and protection of your new car's interior and exterior.*

**Want more details? Just ask.**



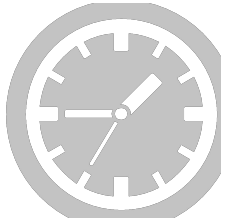
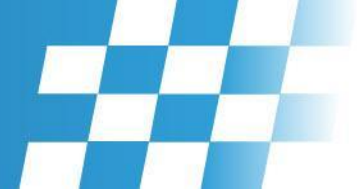


# Tom Gill Chevrolet Used Car Advantages

-  Lifetime Oil Changes & Tire Rotation
-  GM Preferred Owner Program
-  Unlimited Car Washes
-  PowerLIFE Powertrain Guarantee – *Vehicles under 80,000 miles.*
-  Courtesy Loaner Car *when your car is being serviced here*

**Want more details? Just ask.**





## 48 Hour Money Back Guarantee

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*You'll never make the wrong decision.*

- Have peace of mind
- No questions asked
- 200 mile maximum

*Tom Gill Chevrolet*

**ADVANTAGE  
PRICE**



*Let's Find Your Next  
Vehicle!*

