

HOW TO FIND MOTIVATED DEALERS AND DESPERATE PRIVATE SELLERS



EXOTIC CAR HACKS

How to Find Motivated Dealers and Desperate Private Sellers

I used to listen to the opinions of the internet when I shopped for cars.

I've taken out leases. I've bought new. I've trusted AutoTrader and KBB for valuations.

Guess what?

I got burned and lost money. Every time.

However, when I stopped listening to the advice of faceless “experts” and started to pay attention to what truly wealthy people were doing – the ones who were driving the Porsches, Lamborghinis, and Ferraris I longed for, it finally clicked.

Do you ever look at your current car and wish it were something else?

Do you see people who don't seem to have a ton of money, yet they're driving a sick car, not worried at all about losing value?

Have you ever browsed CarGurus or eBay Motors wondering, “*how can I get one of these?*”

If so, before we dig into this guide, I want to make something crystal clear:

Anyone has the ability to buy and drive one of these cars without being rich, and without losing money.

This guide is just one piece of the puzzle, but it will help you get started on everything you need to know about finding incredible deals without needing to make lowball offers or be a master negotiator.

Who Am I?



My name is Pejman Ghadimi. I am a serial entrepreneur and avid exotic car enthusiast and collector.

Years ago, I realized my love for cars was wreaking havoc on my finances – and I wasn't even driving cool stuff!

At the time, I couldn't afford to drive anything I wanted. I certainly didn't have enough money to buy multiple exotics at once.

Because I was working as a high-level banker at the time, I was fortunate to meet many exotic car owners, and I started asking them how they mitigated the financial downside of ownership.

What I found was that many these guys actually didn't have any financial downside at all!

How was I losing money driving a Mercedes E55 AMG while some other guy was making money driving a Lamborghini Gallardo?

This new perspective forced me to get creative in the way I looked at cars.

I was determined to figure out how turn every car I bought from a liability into an asset, as well as leverage financial tools (since I had a long background in banking), to afford all I wanted without tying up large amounts of money in down payments or needing to buy cars with all cash.

The more I attempted this, the better I got.

The combination of knowing which car to buy, when to buy, when to sell, and how to leverage finance to minimize cash outlay eventually turned into an iron-clad process after doing this over 70 times in the past few years.

By using these strategies, I was able to buy a Porsche 911 Turbo at age 21, followed by a Lamborghini Gallardo when I turned 23, and every year since have owned different exotics.



Nowadays I have anywhere from 2 to 4 at a time thanks to my Exotic Car Hacks system, which is where this guide comes from.

Hopefully this guide will save you some time, money, and headache in your car-shopping journey.

Introduction

As I cover in my program Exotic Car Hacks, being able to buy, drive, and own a car for fun or profit comes from the ability to buy such car at an incredible price below what the retail is, and in many cases, the wholesale market pricing at that time.

There are a few reasons why someone would be desperate to sell a car and be willing to part from it for a much lower price than its worth both on the dealership side, as well as on the personal side too.

Let's cover a dealers perspective first, as the majority of car shoppers somehow feel more comfortable buying from a dealership for a multitude of reasons, either based on financing or the idea that their paperwork will be handled and all they have to do is sign and drive.

The average car shopper, believe it or not, is terrified of buying from private parties even though they are technically less likely to lose money going that route.

Convenience has a price, but it doesn't have to be too high.

Deals From Motivated Dealerships

Cars that have sat the longest are typically the best places to start.

Most dealerships have floor plan financing, meaning that their inventory has to move as fast as possible – especially in the case of franchise dealers, like official dealerships of manufacturers (Ford, Honda, BMW, etc).

Each dealer who holds a car over 90 days enters the danger zone for that car, meaning that it could lose the dealership money at any time rather than become a profit.

Cars that have sat over 90 days are the best ones to start negotiating for.

The “90 Day Rule”

The easiest way to identify how long a car has been offered for sale at a dealership is by simply looking at the CarFax for a car.


All dealers will be more than happy to provide you a free CarFax report of the car if they have nothing to hide.

On the CarFax itself, it will state exactly what day this vehicle was offered for sale.

Most dealerships follow the 90 Day Rule, meaning that every 30 days the dealership will start to discount the car in order to price it aggressively to move it.


The closer it gets to holding the car for 90 days, the more eager a dealership is to get rid of it, and often times at a slight loss.

Date:	Mileage:	Source:	Comments:
02/07/2015	1,300	California Motor Vehicle Dept. Upland, CA	Odometer reading reported
02/23/2015	1,816	Land Rover of Newport Beach Newport Beach, CA 949-640-6445 lr-nb.com	Vehicle serviced
02/26/2015		California Motor Vehicle Dept. Upland, CA	Title issued or updated New owner reported Loan or lien reported
10/19/2015	5,410	Land Rover of Newport Beach Newport Beach, CA 949-640-6445 lr-nb.com	Recommended maintenance performed Nitrogen fill tires One tire mounted Tire(s) replaced
01/24/2016	6,241	Dealer Inventory	Vehicle offered for sale
01/25/2016	6,244	California Inspection Station	Passed safety inspection Passed emissions inspection
01/31/2016	6,246	Dealer Inventory	Vehicle offered for sale
02/03/2016	6,247	Land Rover of Newport Beach Newport Beach, CA 949-640-6445 lr-nb.com	Vehicle serviced

 [Print this CARFAX Report and take it to your pre-purchase inspection](#)

Owner 2
 Purchased: 2015
 Type: Personal
 Where: California
 Est. miles/year: 5,138/yr
 Est. length owned: 2/7/15 - 1/24/16 (11 months)

Low mileage!
 This owner drove less than the industry average of 15,000 miles per year.



Special Promotions and Manager Specials

Many sales people will say things like “We are ready to sell this thing”, “we reduced it once again” or “we may send it to the auction next week if not sold” – these are indicators that the dealer hasn’t had many leads on the car and is in need of a buyer.

Inventory Specials

Pre-Owned Car Reduced Price Specials



Manager's Special Price \$17,995

2013 Buick Encore AWD 4dr Leather

Stock # B196933A

Scheduled to go to auction 5/31/2016!!!

Expires 5/31/2016

1 Vehicle Found



Managers Special Price \$18,877

2013 Subaru XV Crosstrek 5dr Automatic 2.0i Limited

Stock # 2840742A

Scheduled to go to auction 5/31/2016!!!

Expires 5/31/2016

1 Vehicle Found

Does it Belong at The Dealer?

Meaning if most of the used cars at the dealership are in the \$20K range and entry level, a \$100K used Ferrari probably isn't what the dealers like to sell or know how to sell.

That said, it provides a unique opportunity for you to buy that same car much cheaper, especially if its been sitting more than 90 days.



The goal is to pay attention to the cues.

Deals From Desperate Private Sellers

On the private party side, there are many other indicators to look for especially since the average person doesn't have a timeframe of 90 days like a dealership does.

The behavior is, however, easier to read.

Seller is Making Room for a New Car

Most people who try to privately sell their cars do so due to the fact that they do not like the dealerships value placed on their cars.

In fact, they often announce just that in their ads, saying their reason for selling is a new car on the way.

While the idea of selling on their own on Craigslist, eBay Motors, or AutoTrader seems like a good idea at the time, when their new ordered car is 3 months away, the desperation builds up fast as their time shrinks on their new car delivery.

Their window of trading to the dealer is gone, the value of the car goes down with time and there is no room in the garage.

****Jaguar F-Type S 2016 many Options, 1642miles \$87,800 OBO** Columbus, GA**

Year: 2016
Make: Jaguar
Model: F-TYPE
Price: \$87800
Mileage: 1642
Color: Ammonite Grey
Private or Dealer Listing: Private Listing
Location (State): GA
Transmission: Automatic
Drivetrain: [Rear Wheel Drive](#)

F/S: 2016 [Jaguar F-Type](#) S 380HP 3.0L V6 w/ 8Speed Automatic

\$87,800 Open to reasonable Offers

ONLY 1642 Miles!! **Bought a 488 and need room in the garage.**

Clean title in hand. Shipping can be arranged. Please email bentewes AT gmail DOT com or PM.

These things that will push a seller to give you their car at the same low price the dealer was willing to pay for it 3 months prior. A small loss for them, and a great opportunity for you.

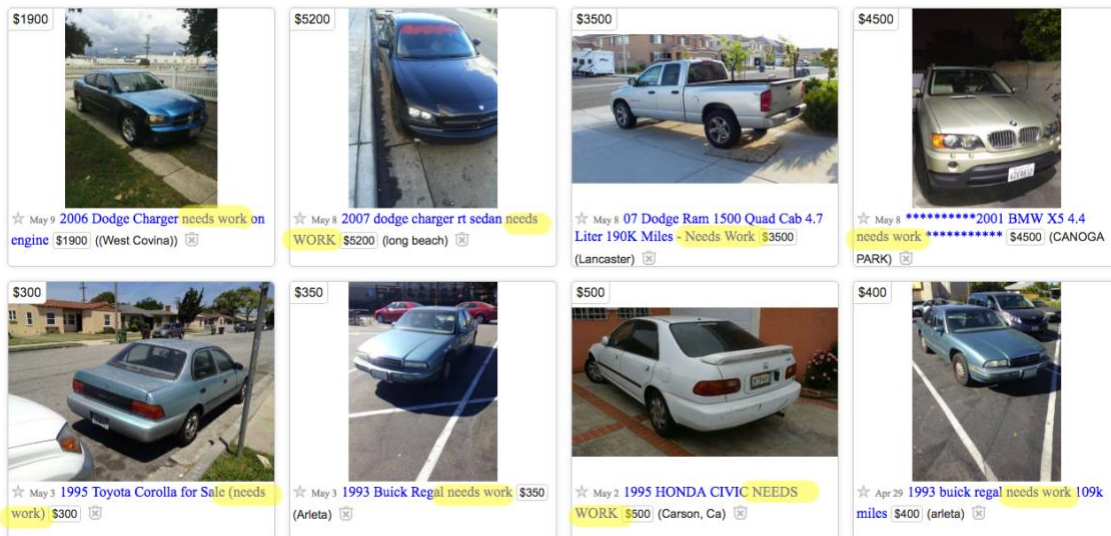
They Have a 'Broken' Car and Can't Afford to Fix It

The most desperate sellers on online classifieds sites are normal sellers with no mechanical experience who have a broken-down car.

The average person only uses a dealership for repair and most dealers are in the business of making money, especially with service.

That said, it is very typical that even small easy repairs for an independent mechanic look like a \$5,000 repair on a base model Lexus or Jaguar simply due to inexperience.

Those sellers who typically have a car loan and do not have that cash to make such repairs are very eager to find someone else who will take over their car.



Most repairs can be done much cheaper at independent shops and many even for 10% of what the dealership charges.

That said, it allows a unique opportunity for fixer uppers for buyers with minimal experience and understanding of how to fix cars for cheap.

However, stay away from salvaged or rebuilt title cars as they're always a bad bet.

Accidents can be ok, depending on the severity. But zero accidents will always give you peace of mind.

eBay cars listed on AutoTrader and Craigslist Too

eBay is the most expensive platform to advertise on for a consumer.

That said, the average person will resort to the AutoTrader, Craigslist, and other platforms to sell a car instead.

People who list non exotic cars on eBay typically have a need to sell and are willing to negotiate to not have to spend an additional \$100 listing fee the following 20 days.

Selling my gorgeous 2016 Subaru WRX Premium in Dark Gray Metallic with the 6 -Speed manual transmission (who would really drive this with an automatic?). The Premium edition is a step up from the base model in that it includes 18-inch Aluminum Alloy wheels with 245/40 R18 Summer Performance tires, heated front seats and side mirrors, and a power sliding/tilt moonroof.

This car has only 8,200 miles, recently had its first service (see picture), and runs as a new car should, flawlessly. I ordered this car with all of the bells and whistles you want, but nothing you don't need. This WRX has the all-weather package which includes heated front seats, side mirror defrosters, and all weather floor mats. It also has an auto dimming rear view mirror and compass as well as the bumper applique. Lastly, I opted for the Wrx short throw shifter package with includes the Sti short throw shifter and shifter knob. Please see the attached window sticker which lists all of the other equipment offered on this vehicle.

I am the first owner of this vehicle, and I followed the manual's directions of properly breaking in the engine to a T. I do not smoke, and I have driven this vehicle with care. Other than the factory options, this vehicle is completely stock. Although the sticker picture states that the average gas mileage for this vehicle is 23 mpg, I have obtained 34-36 mpg on lengthier road trips. The only minor cosmetic damage is a scuff on a wheel (see picture).

I am selling this vehicle because it simply does not fit my current needs. This is a great sports car and even family car.

The mileage will continue to go up slightly as this is currently my daily driver (averaging 15-20 miles per day).

The retail price was \$30,674 when I purchased it just a few short months ago (see picture).

That creates a unique opportunity for a savvy buyer. There are also other hints.

Desperate eBay sellers will share similar problems to what we discussed in #1 and #2 and may even be selling estates, or their friend's cars who do not use eBay.

This provides a unique opportunity as it shows the owner isn't capable of selling the car and will be more likely to sell cheap.

Desperation Matters Most

While this is more common on craigslist than Cars.com, or AutoTrader, private sellers who are in tough financial binds and/or eager to sell will mention specific keywords that indicate their desperation to unload the car as fast as possible.

These keywords can be things like:

- “divorce”
- “fire sale”
- “moving”
- “pay rent”
- “mortgage”
- “must sell”
- “afford”

★ 1965 Corvette Stingray 396 big block RARE :456 gears DRAG - \$70

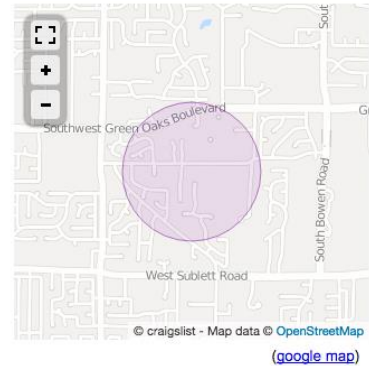
image 1 of 10



~~~~~DIVORCE FORCES SALE OF MY BIG BLOCK VETTE~~~~~

★ 2013 TOYOTA CAMRY SE **NEED MONEY FOR PAST DUE MORTGAGE** PRICED TO SELL - \$10995 (ARLINGTON) 🚗

image 1 of 4



2013 toyota camry

fuel: gas

title status: clean

transmission: automatic

- [safety tips](#)
- [prohibited items](#)
- [product recalls](#)

If you search for these keywords in the body, or the title, you may uncover hidden gems of deals.

This also creates an amazing opportunity to flip cars for good profits.

## Next Steps...

Now that you have everything you need to know finding incredible deals, I want to teach you how you can own an exotic car without losing any money.

In fact, it's actually possible to make money driving one.

Before you ask - NO.

This is not about renting your car on Turo, putting ads all over it, or even lending it to rappers for music videos.

There is a very specific strategy that I've developed called "Car Hacking".

It took me years to perfect and has allowed students of mine to buy and own cars like the Lamborghini Huracan, BMW M5, Audi R8, Mercedes G63, without losing money.

Car hacking is ALL about the buy.

If you buy right, then you can ultimately exit the car for a minimal loss or even a small profit.

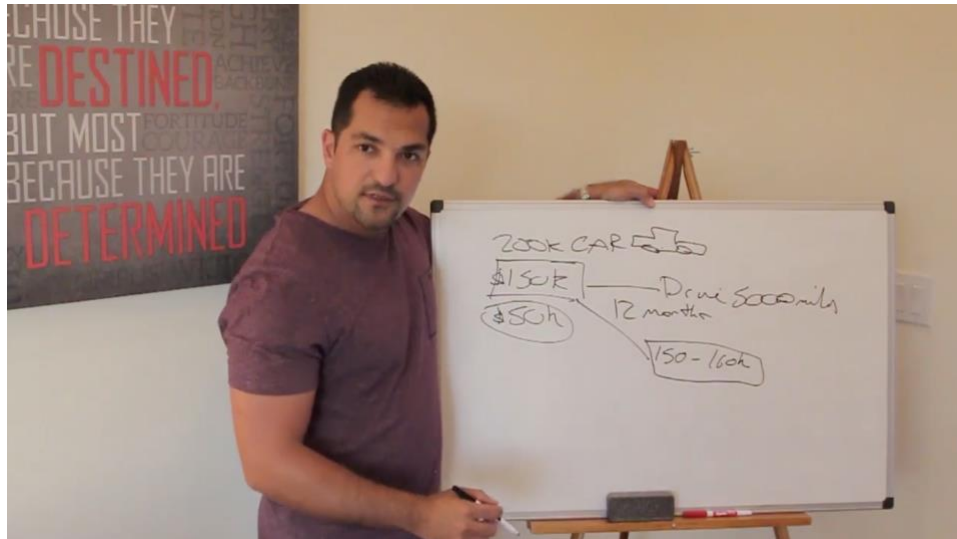
I want to teach you everything you need to know about it in a 90-minute training.

- Pejman



Free Training With Pejman Ghadimi

## Learn The New "Car Hacking" Strategy That Normal People Are Using To Buy Exotic Cars Without Being Rich



- **How luxury and exotic cars can actually cost you LESS money** to own than regular cars. (Yes, you read that right)
- **What "Wealth Transfer" is**, and how it's the biggest kept secret of the wealthy use to own a new luxury car every few years.
- **How to get INCREDIBLE deals** on luxury and exotic cars from a dealer WITHOUT needing to be a master negotiator.
- **Why banks LOVE to lend you money** to buy luxury and exotic cars, so that you don't have to pay ANY cash out of pocket.

YES! RESERVE MY SEAT NOW!