

EXOTIC CAR HACKS

Car Finder Client Guide & FAQ

Welcome to the Car Finder! While I am sure you are very excited about the prospect of getting your first (or next!) exotic car with us, I created this brief guide to go over the process with you so you know exactly what to expect. **This document will serve as your guide through the Car Finder Process and also give you a few things to keep in mind!**



1.

Make sure you have completed the Exotic Car Hacks Course in its entirety so that you understand that hacking is different from getting a good deal. Should you wish for a good deal on a car that isn't relevant to hacking, please let us know at the time of your Discovery Call.

2.

Please find and submit to us the Car Finder Application in the "Resources" Section of ExoticCarHacks.com

a. From there, our Director of Operations, Rachael, will assist you on collecting all prior information necessary before scheduling our Discovery Call with PJ.

3.

Please choose one primary target car (make & model) and have one backup car to discuss on your Discovery Call. If you need help narrowing your choices down, please feel free to post inside the community Facebook Group as members are always there to help - between all 6,000 of us, we've owned everything and can give you very solid direction.

4.

Remember, acting quickly allows us the ability to get the best deal. Having proof of funds (cash deals) or a bank pre-approval (finance deals) ensures we can do so. If you are unsure of who to turn to for lending, we offer a list of lenders that we have worked with previously in the "Resources" section of ExoticCarHacks.com

5.

Once you have chosen your car and provided your proof of funds/pre-approval to Rachael, you will have your Discovery Call with PJ. On this call, you will discuss your car choice, financial situation, and timeline to buy a bit more in-depth. This call is usually 20-30 minutes long. From there, the search will begin! Our Manager, Hunter, may also be in contact with you when the searching begins. Hunter and PJ will be working together alongside you to find the right car that fits the criteria you are seeking.

6.

The beginning stages of the search are very simple. You will receive basic information on a car (1-2 photos w/ some info) via email or text from either PJ or Hunter. This is so we can gauge your interest before working to make sure we aren't negotiate a car you ultimately are not fond of.



7.

Once we know you like a particular vehicle that fits your ideal goal, we negotiate to bring the car to the target price.

8.

Pre-Purchase Inspections (PPI's) are scheduled once we are within 5% of the target price (this leaves room for final negotiations after inspection.)

9.

You will ultimately have final say in the PPI location, but we are happy to offer recommendations to you.

a. Suggested PPI shops can be located within the resource section of ExoticCarHacks.com under "Trusted Shops". You can use anyone you would like for a PPI, but we added this list for guidance/references if you are unsure where/who to use or trust to look at the vehicle you plan to purchase.

b. If the car is in a location that is unusual and doesn't have a recommended shop in the resources section, consult the Facebook Group for recommendations.

10.

Once PPI results are in, we review condition of the vehicle and determine if further negotiations are needed before finalizing and paying for the

11.

Who do we buy the cars from? We purchase vehicles from variety of sources via dealer contacts and, for the most part, we will connect you directly to the party selling the vehicle. In some cases we will work and partner with a dealer who has agreed to assist Exotic Car Hack Members by facilitating the transactions when needed (trade-ins, wholesale, and dealer-to-dealer sales)

12.

SHIPPING: While you can select anyone you would like to ship your car, we always recommend enclosed shipping and we always recommend a broker or carrier experienced in loading exotic cars.

a. Again, you are welcome to choose anyone of your liking, but many of our members have used Eric from @ishipanycar, 646-552-4678, who has always done well for ECH. You can use him as a reference or at least get quotes as needed to compare.



13.

How long do I keep my car? This is a common question we receive. The length you keep a car varies on how many miles you plan to put on the car, and how you plan to use the vehicle. A general rule of thumb is 3,000 miles with a hold time of 6-12 months max. (Again this is a very broad term and will vary on a case by case basis)

14.

How do I care for my car? If this is your first exotic/luxury vehicle, and you have any questions regarding maintaining, caring for or even driving your car, do not hesitate to reach out to us directly or even better, the Exotic Car Hacks Facebook Group. Also- YouTube if your friend when it comes to learning the "ins" and "outs" of the vehicle along with how to properly drive them.



