

# LOVE'S AUTO SALES

## Let us show you the Love

### Our Target

Our customer is the person who wants a New car but does not want the cost or hassles associated with buying a new car. We cater to and service the women, men and families who want a lightly used car, But still has fresh look and feel to it.

For example a one to three year old car that still looks, feels and drives like new. One that still has contemporary and modern styling and has all its original interior and exterior body panels. In other words a car which has not had the life taken out of it.

### Our Product - A used car NOT a "used-up car."

Our customer is the buyer who wants a car that has a trouble free, clean and respectable history.

Generally, the single most concern when a customer shops for a used car is the unknown and the uncertainty of the cars History and future reliability. At Love's we do everything we can to remove that fear or concern. And give you the confidence in selecting a car from our inventory.

### All our cars are guaranteed. Period.

We hand pick every car. We don't buy over the phone or the internet. We look at, touch, feel, and smell every car.

Before we ever consider a car for our inventory we run a background or history report with Carfax. If we select this car, this history report is free to you. All of our cars are Guaranteed.

Nearly all our cars, about 90 percent are backed by the manufactures warranty. The few cars we may stock that are not under factory warranty we have certified.

This is not just some term we use. We contract with a third party independent ASE certified repair facility. We pay to have each one of these cars inspected. Brakes, belts, hoses, fluids, odometer, steering, shocks and general condition. If a car needs an item it is replaced before it goes into inventory.

We contract this out by an outside independent third party. It is not us sending it out back and telling our guy to look it over, and he says, "Yeah, it looks good enough, it will do." This is not a fox guarding the hen house situation. We do not just stick a paper in the window and saying it has a warranty. This all validates our credibility.

Once the car is approved, we back it up with a service warranty underwritten by General Electric.

This is all done with no additional cost to the customer. We pay for this certification. We want our customers to be covered. We do not want you to bring your car in for a repair and be told it is not covered because it broke on a Tuesday. Or the repair is not covered because it broke while you were in out of town. It is nationwide coverage.

### Our Operations

We pride ourselves on being nimble and quick to react to our customers. We are in fact The True



South Tampa Auto Dealer. Actually located in South Tampa at Gandy and Macdill. Celebrating this years 21st anniversary. You can pull right up to our dealership take a few steps and be inside our small but, air conditioned showroom. Easily select a like-new vehicle and be on your way in an about and hour or less.

I have had many people---and in particular a well to do man in our community tell me he went to a large dealership to buy his wife a car---It took almost all day long! He said to me all he wanted to do was pay for the car. He had a check wanted to buy it and be on his way. It took hours! He said he would never do it again. He came to me, I got him an 11,000 mile Lexus he wrote a check and we were both happy.

We consider it a plus you don't have to walk around and look at cars in a parking lot the size of a Target or a Home Depot. Salesman walks three blocks to get you the key for the car. Then he

has to go work for you to get a price from his manager. If he can ever give you a price.

All our cars have a simple price. We do not offer a price and then add \$599 dollar pre-delivery printed into the contract and tell you we have to get it on all the deals.



We do not work on sales commission. There is no following you home, calling you thirty times the next day trying to sell you a car. Yes, we want your business and want to give you good friendly and professional service. But we by no means are going to dog you.

### Financing

Not everyone can or wants to write a check for a car. If you are wanting to finance your car Great. We are a credit union preferred

dealer. We are a registered authorized and approved agent. No back room financing. We provide the same approval process and low, low interest rates direct from the desk in our offices. Just as if you were sitting on credit union property. If you are good egg you will get an instant approval. In fact our computers are linked with the credit union and we can operate seamlessly. All of the vehicle registration process like tags and title are handled by our staff. No going down to stand in line at the tag office. Its full service right at our desk. We do it all for you.

### Pricing

We price all of our inventory extremely low and competitive. We do not have a massive overhead or large operating expenses. We are always below the market guide price books. We sell, extra clean, above average vehicles for low and below average prices. And if you still do not like the price we will listen to your offer. If we can sell the car at that price we are going to do it.

Picture any of your favorite big time dealerships in town. Look at the massive overhead and operation expenses and tell me who you think can sell you the same car at a lower price.

Loves offers you the same low mileage, top shelf, quality vehicles, you would expect to only see on a new car dealers lot. We make the process easier and much less expensive!

[www.lovesauto.com](http://www.lovesauto.com)