

# MVFG ADVISOR

M A R T H A ' S V I N E Y A R D F I N A N C I A L G R O U P

W W W . M V B A N K . C O M

As summer begins I want to remind all our readers that on June 23rd we started our Annual Summer Brown Bag Lunch Series. Each Wednesday our staff will present a variety of timely topics. You can register for one or all. A light lunch will be served and there is no cost to attend. For more information on the topics that will be presented each week, and to register for one or all of the sessions, please visit the bank web site and click on the brown bag icon.

Each month it is our goal to provide you with insightful and timely information on a variety of topics. In this issue, we are providing "Ten Tips To Buying A New Car". We hope that you find the tips helpful, and as always if you have an idea or a concept that you think would help others, please contact me at (508) 693-8850. Best wishes for a safe and fun summer!

Since 1991 Martha's Vineyard Financial Group has been helping individuals protect and preserve their assets by offering sound investment advice and estate planning guidance. With decades of experience the Martha's Vineyard Financial Group has a proven track record of providing effective estate planning strategies. As the largest money manager on Martha's Vineyard we stand ready to assist you with protecting your assets and planning for your retirement. When you entrust your family and financial assets to us we never forget that we are in business to serve you and take that charge very seriously. Our team of experienced professionals is always available to meet with you to review your account and to discuss how our products and services can help you meet your objectives.

If you are an existing client - thank you for your business. If not, we welcome the opportunity to speak with you about our many investment products and services.

Bob Ripley, Executive Vice President



**Martha's  
Vineyard**

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For more information on our investment services or to schedule a confidential visit, please contact the Financial Group at 508-693-8850.

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## Ten Tips To Buying A New Car

### 1. Make sure you are getting the right vehicle.

This seems obvious, but you could wind up an unhappy car owner if you haven't thought carefully about how many people and how much luggage or gear you need to carry. Also, how many miles you drive.

### 2. Assess the worth of your old car.

Whether you plan to trade it in or sell it, your current car can be an important factor in your budget. Checking the right Web site and maybe your local newspaper will give you a realistic valuation. Selling it directly instead of just trading it may also mean a sizable difference in what you get for it, though it may take a while longer to reap the proceeds.

### 3. Decide whether new or used is best for you.

Cars are built better now than in the past, so used cars make a lot of sense. But if you get a rebate or other cost break, the math may be on the side of a new vehicle.

### 4. Consider whether leasing or buying makes more sense.

Leasing provides lower monthly payments than buying with an auto loan. But it's not for everybody. If you don't have money for a down payment or if you trade your car every two or three years, you may be a good candidate for a lease. The total miles you drive each year will factor into which makes sense.

### 5. Do your homework and set your target price.

The Internet has made it easier than ever to find out the dealer's cost for each vehicle and its options. That's the first step to getting the best possible deal.

### 6. Shop for money before you shop for the car.

If you plan to buy with a loan, check your local bank to find the lowest rate. Getting a pre-approved loan will give you added confidence in negotiating a good price.

### 7. Negotiating a lease.

In the complicated world of leasing, the dealer will have the upper hand unless you learn the jargon and how to negotiate the various segments of a lease deal. Do your homework and be prepared!

### 8. Negotiate a purchase.

If you are doing it yourself, get bids from several dealers, keeping the focus on the dealer's invoice price, which you will know from your research. You may be able to get bids without going to showroom after showroom.

### 9. If you hate haggling, consider using a car-shopping service.

Auto-buying services, such as Web sites or discount clubs, make things easy with pretty good, no-haggle prices. But with most of them, you get quotations from only one dealer. Consumer services that shop several dealers near you may deliver even better prices.

### 10. Don't let the deal-closer close out your savings.

The finance manager isn't there just for the paperwork. He or she wants to sell you high-profit financial and mechanical add-ons. These are seldom worth the money. Be firm and buy only what you need.

As always, we are happy to assist you. Please do not hesitate to call us at 508-693-8850.