

Why More New Car Buyers Are Leasing.



Auto Club Leasing Company

This is the first in a series dedicated to providing useful information about leasing. Over the next several months Auto Club Leasing Company, a subsidiary of AAA Michigan, will provide in-depth answers to some of the most common questions about leasing. If you have a question about leasing, or if we don't answer your question completely, please write our consumer information department at the address below. We welcome your comments and suggestions.

PRICE

Monthly payments on a lease can be much lower than monthly payments on a finance purchase. If you financed the Ford Taurus shown for 48 months, your monthly payment would be \$314.36.* If you leased the same car, your payment would be only \$193.41.** Over 48 months you could realize a net savings of \$1,555.44.***

MORE CAR FOR THE MONEY

Because lease payments generally are lower than finance payments and there is no down payment with leasing, many people find they can afford to drive a more expensive car. Even if you have champagne taste on a beer budget you'll be surprised by the level of luxury you can afford.

LEASING DOESN'T TIE UP CASH

When you lease there is no down payment. You make your first payment, leave a fully refundable security deposit, pay license and title charges (usually less than \$100.00) and that's it. Why tie up a big chunk of cash in a down payment when you could use that money for something really important? Like a vacation. Of course you could also invest that money and let it work for you instead of you working for it. Why use up your valuable cash on something that depreciates as fast as an automobile? If you need money for home improvements, the kids' education, an emergency, or any other good reason, you won't have to worry about having your dollars tied up in your car.

DRIVE A NEW CAR EVERY FEW YEARS

Everyone likes to drive a new car, but with average new car prices nearing \$14,000.00, most people simply can't afford to buy a new car every few years. If you finance a car and then try to trade

it in after a couple of years, you may find you owe more than the car is worth. With leasing you decide how often you'd like a new car. Lease terms are available from 24 to 60 months, so whether you want the luxury of a new car every 2 years or the low payments of a 60 month lease, it's up to you.

48 Month Finance Purchase



Ford Taurus L \$314.36 per month*

CONVENIENCE

When you lease you go to one place for any make or model. You don't have to run from dealer to dealer to compare prices. And at the end of the term there is no used car to get rid of. You simply bring the car back or you can buy it at fair market value. Never again will you have to worry about

48 Month Closed End Lease



Ford Taurus L \$193.41 per month**

getting a fair trade-in from a fast talking car dealer or go through the hassle of trying to sell the car yourself. After all, if you wanted to be a used car salesman, you'd do it for a living.



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Why They're Leasing from Auto Club Leasing

LOW DISCOUNT RATES

Our fleet buying power means we get the lowest prices possible, and we pass these savings on to you. You never have to haggle to get a good deal. We'll give you the best possible price right up front, even over the phone. In most cases we can give you an exact computer quote on the spot. And there are never any "hidden costs" or other unpleasant surprises.

SELECTION

Auto Club Leasing handles all makes and models of cars, import and domestic. It doesn't matter if you want a Ford or a Ferrari you can get it from Auto Club Leasing.

REPUTATION

With the strength and reputation of AAA Michigan behind us, Auto Club Leasing enjoys the kind of credibility and reputation no one else can match. Michigan drivers have always trusted AAA Michigan. Right now 1 out of every 4 licensed drivers in the state is a AAA Michigan member. We intend to carry on the high level of service and quality that AAA Michigan has always stood for.

CONVENIENCE

What could be more convenient than being able to lease any make or model of car at your local AAA branch? With 105 outlets in Michigan, there's bound to be one close to you. To find out where the nearest Auto Club Leasing outlet is call toll free 1-800-222-1116. You can also get a price quote or additional information when you call.

FREE MEMBERSHIP

Now, for a limited time, a good deal is even better. When you lease from Auto Club Leasing we'll give you a one year AAA Michigan membership absolutely free. But hurry, this offer won't last forever.

**Toll Free all areas
1-800-222-1116**

Part of a series dedicated to providing useful information about automotive leasing. For reprints of this article please write: Auto Club Leasing Company, Consumer Information Department, 28801 Universal Drive, Warren, MI 48092. This advertisement paid for by Auto Club Leasing Company.

**Metro Area
336-1100**

*\$11,000 base MSRP x 4% sales tax = \$12,276.24 net 10.50% APR over 48 months = \$314.36 per month x 48 months for a total of \$15,089.28.

**Price valid through 2/28/88. No mileage charge up to 72,000 miles. Additional mileage calculated at \$0.08 per mile. Option to purchase at market value after 12 months. Subject to surcharge before lease expiration. Lessee responsible for excess wear and tear. 48 month closed end lease to qualified applicants. Total of payments equals \$9,283.68. \$600 refundable security deposit, license, registration and first month's rental required at lease signing. Illustrations may or may not reflect actual equipment. Prior leases excluded.

***Difference in cash outlay of \$5,805.00 minus projected residual value of \$4,250.10 equals projected net savings of \$1,555.44.