

HOW TO BECOME A SUCCESSFUL

Car Broker



How To Become A Successful Car Broker

*All the Information You Need
About This Opportunity*

Scorpio Connect

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HOW TO BECOME A SUCCESSFUL Car Broker



**A proven Way To Make Money In The Car Market...
And All From The Comfort Of Your Own Home...**

"How YOU Can CASH In On Our Obsession With Cars."

This **IS** a proven vehicle sourcing business opportunity.

The business concept is all about identifying & sourcing used cars from private individuals who are looking to sell, and finding buyers for these vehicles within the motor trade.

And even if you know nothing about cars – we'll show you everything you need to learn about this opportunity - so that you can earn **£500 - £1,000 per week**, part time, and generate a **successful, rewarding and sustainable income!**

Dealers throughout the country need to source cars every day for their business. It's their 'bread and butter'. And every day there are thousands of used cars out there that their owners are trying to sell, and they can't find a private buyer - but they need to sell it and they have to find a buyer somehow!

How YOU Really Can CASH In On The UK's Obsession With Cars...

It's simple really. The secret of success in any business can be broken down into three easy steps:

1. Find a hungry market desperate for a certain product or service
2. Give them exactly what they want on a plate, quickly, cheaply and easily
3. Watch as these grateful companies pour money into your bank account

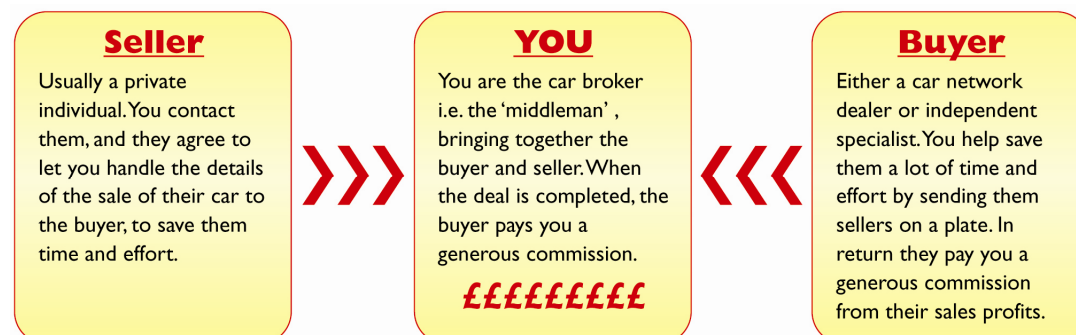
Bringing it all down to basics, this really is you cashing in on the UK's obsession with motor cars and working with sellers who can't find a private buyer for their car, and working with buyers in the trade who can't find all the cars they need.

Whatever anyone else might tell you, there's no way that dealers can find all the good deals that are around. They simply don't have the time. They can't do it all themselves and that is why they will happily pay you good money (your commission) to help them source the cars they need, either for stock to put on their forecourts or to help fulfil particular customer's requirements.

In return, you (as a car broker) provide these companies with a much-needed and valuable service, as main agents and dealers are constantly on the lookout for quality vehicles to satisfy their insatiable demands.

Source these vehicles for them – by putting the buyers in touch with sellers – and you stand to make a LOT of money.

Here's a quick re-cap of how car broking works...



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Just remember, dealers are always in need of stock, and they usually get this from three sources:

1. Auctions
2. Trade ins
3. Other dealers

But if they can find someone who can source them good quality used cars of the right specification, colour, mileage, owners, condition etc that will sell well off their forecourts, then they will be happy to pay you a good commission to help them obtain these.

And we go into all of this in great depth and show you exactly how to go about this!!

The **“How To Become A Successful Car Broker”** book will show you exactly what you have to do and provides you with a very detailed understanding of the marketplace and how to get your business up and running and profitable quickly, efficiently and with the minimum of effort.

Absolutely! And the reason why this business is so successful is because the principle behind it is so simple!

Dealers throughout the country need to source cars every day for their business. It's their 'bread and butter'. And every day there are thousands of used cars out there that their owners are trying to sell, and they can't find a private buyer - but they need to sell it and they have to find a buyer somehow!

I Will Show You How YOU Can CASH In On The UK's Obsession With Cars...

And this opportunity is for people like you who have **a real passion for making money!**

Car Broking is a proven vehicle sourcing business opportunity. The business concept is all about identifying & sourcing used cars from private individuals who are looking to sell, and finding buyers for these vehicles within the motor trade.

And even if you know nothing about cars – we'll show you everything you need to learn about this opportunity - so that you can earn **£500 - £1,000 per week**, part time, and generate **a successful, rewarding and sustainable income!**

Why does Car Broking represent such a profitable opportunity? Well...

- You don't need to buy cars yourself, with your own money
- You don't need office premises or stock
- You don't need to employ staff
- You don't need to travel anywhere, unless you want to
- You don't need to spend a fortune on advertising
- You don't need any previous motor trade knowledge
- You'll always find deals because of the massive market of buyers and sellers
- You can generate a successful and sustainable income with lifelong potential
- You can get started quickly, with minimal start up costs
- The business model is simple to understand and easy to run
- You can work from home (with hours to suit you, part-time or full-time)
- You can make immediate returns of £200, £300, £500 a deal (or more) with little or no risk

A *'risk-free business'* might sound like a contradiction in terms. But in the world of car broking, it's possible to earn significant profits without risking any of your own money. I'll show you how it's done (based on my own experiences) and how YOU can make £500 - £1,000 per week, without risk or having to make any large capital outlay.

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Here's what else you'll learn about in **"How To Become A Successful Car Broker"**,

- **How to become financially independent within three years AND receive a regular income for the rest of your life.** (Forget the Lottery. THIS is a real way to earn your living... oh yes, and the odds are much more in your favour.)
- **Exactly how and where to "source" the vehicles the main agents are seeking** (+ FULL DETAILS of which agents to approach)
- **Why car broking represents such a unique and profitable opportunity for you**
- **How to start your car broking business on a shoestring budget** (and get up and running quickly) [INCLUDES: everything you need to know about company set-up, VAT, the admin side of things – and how to make maximum profits in minimum time. I'll show you everything you need to know... the nuts and bolts... the forms... the legal stuff... how to deal with buyers and sellers... the potential profits...]
- **How to get an expert's valuation on any used car...without paying a single penny**
- **The reason why almost all 'buyer-seller' problems occur** (and how you can solve them, and make a profit).
- **What you must have in place BEFORE you start your car-broking business** (and the ONE mistake you should avoid at all costs if you want to succeed.)
- **The Top 10 'Tools of the Trade' Car Price Guides you really need to have in order to succeed in your car broking business** (you get the numbers, websites, shortcuts to profits)
- **How to obtain the highly confidential 'Insider's Guide Car Valuation Book' each month** – It has analysed used car values since 1933, continues to provide the leading price guide to the UK motor guide, and is generally regarded as the 'Industry Bible'. NOT available on eBay, Amazon or any bookshops.
- **What you MUST do to every car you have agreed a sale on** (PLUS: five easy ways to confirm any car's authenticity)
- **How to find out how many owners a car has really had** (vital for your profits so pay attention)
- **SELLERS 101: How and where to find them** (three main places), **and how to work with them once you find them** [INCLUDES: The simple, quick and easy ways to attract sellers... PLUS: How to find car dealerships and networks (both offline and online...)]
- **How to build a maximum-yield car broking business... with minimum investment... in minimum time... and with minimum stress** [INCLUDES: A number of insider secrets of the car broking industry]
- **What are the best kinds of car to deal in?** [PLUS: the truth about 'high-spec' models – are they really 'profit-wise'?]
- **A little secret the Network Dealers hope you never find out** (you can learn from this...)
- **The four colours of car you should typically deal with** (and the 'kiss of death' colours it might be best to avoid)
- **How to open a conversation and close a deal with a seller** (even if you're a bit tongue-tied!)

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- **The 7 key indicators of a 'good' seller** – what they are, how to recognise if they're serious, and how to turn them to your advantage to close the deal
- **SELLER INFORMATION 101**: everything you need to ask any potential seller about their car's history [INCLUDES: the car price-guide 'Bible' to help you do this FAST]
- **Should you use a picture of the car to help it sell?** (The do's and don'ts revealed.)
- **The ONE question you should always ask the seller about their car ownership to avoid heartache down the line**
- **The 'Ten Commandments' of locating top-quality cars (as used by 'yours truly' each time I'm looking for something new.** (INCLUDES: how to eliminate risk and maximise profits in your car broking portfolio)
- **The one 'deal-killer' you should always walk away from in any sale** (no matter how enticing the profits. Why?)
- **BUYERS 101**: The two main types of buyers, how to find them, and how to work with them [PLUS: how to create the right impression of you/your business, (even if you're working from home)]
- **Where and how to advertise the car you have available for sale**
- **The documents you should send to the buyer to close the sale for maximum profit** (and the five essential pieces of financial information to put in them.)
- **How to make sure the buyer/seller negotiations run smoothly, quickly – and profitably!** (Plus – some do's and don'ts!)
- **Little-known ways of increasing the value of your car broking business** (but YOU will...)
- **The all-important document you MUST have to 'close the sale'**
- **GETTING PAID! The different types of payment options available** – (which ones are best for you, the buyer and the seller.)
- **How much should you charge for commission?** This all-important topic dealt with in full here
- **THE COMPLETE GUIDE TO DEALS** (Often overlooked by many people, this little-known but highly-profitable car-broking niche can often be one to go for.)
- **Where to uncover the best sources of used cars for sale** (you'll be surprised at some of these...)
- **The TWO vitally-important things you must always, always check with every dealer you work with**
- **How to 'close the deal' – even when the seller refuses to accept a lower price for their car** (PLUS: the simple way to allow for any price changes)
- **The four areas you should make sure the seller checks BEFORE they put their car on the market** (including the #1 potential problem area you must ensure never occurs)

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- **How to make sure you always get paid quickly at the end of each deal** (and what to do if you don't)
- **What safeguards to include to close the deal each and every time** (INCLUDES: how to work with a new buyer – when you need to renegotiate a price – and how to avoid being 'gazumped' if the seller tries to sell their car to someone else [and not you])
- **The ONE document absolutely critical to the success or failure of the entire deal** (and how to make sure you get it right, and end up right on the money in every deal you make)
- **The tax implications of running a car broking business** (don't worry! It's a lot easier than you might think – especially when you follow my simple instructions on exactly what to do and when. INCLUDES: How to reduce your income tax payments legally... AND what you must always ask the supplier about VAT on the car (which could make you a lot of extra cash).
- **The easiest, cheapest and quickest way for you to send out sales confirmations to both the buyers and sellers**
- **CASE STUDIES OF SUCCESSFUL DEALS:** want to see how a successful car-broking deal works? Check out these two actual case studies of deals I made, from start to finish (and made me a total of £1,245.00 commission!)
- **Ever wondered how vehicle registrations work? Well, now's your chance to find out!** (And know exactly how old a car is, what model it is, and whether it's worth your while dealing with).
- **Your very own 'instant assessment' checklist of any used car's profit potential**
- **The FOUR top car sites to visit** (and how to turn the free information on these sites into MASSIVE PROFITS)
- **The eight great 'tools of the trade' websites you can use to get you up and running – and in profit – FAST**
- And much, much more... In short, everything you'll need for your business to become successful, quickly

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You may well have quite a number of questions by now...

With this in mind, here's a list of some of the most common questions people have recently asked me...

"What about the legacy of the economic downturn? Wasn't this sort of business affected quite badly?"

The economic downturn / 'credit crunch' (call it what you like) did have an impact, and I would be lying if I said it hadn't. But people still needed and still need to sell their cars and dealers are still buying cars. New car sales did suffer very badly, but have now recovered to their pre-slump figures.

The used car market on the other hand has remained very buoyant as some people have put off buying a new car (more often because they cannot get a loan to finance their purchase) and instead have decided to trade up to a (newer) used car, or trade down to a cheaper, more fuel efficient car.

The figures speak for themselves - and show that the used car market has continued to grow rapidly. **In the last year alone, used car sales for vehicles over 2 years old have increased by over 70%. Yes, you did read that right.... 70%.**

So as with all businesses, it's a question of seeing what's moving and what's not, and focusing your own business accordingly. It's about keeping your 'finger on the pulse', knowing who's buying and who's not, and seeking out those great deals which are always going to be out there.

"What if I don't have much money? Won't I need a lot to get started?"

No! Because you're not actually buying anything! You're not buying any cars.

You're only identifying and sourcing cars (from people who are trying to sell them), identifying potential buyers, agreeing the deal and acting as the broker or 'middleman' in the transaction. So there's absolutely no financial risk to you at all! What could be better than that?

Contrary to popular belief, you only need to have a small amount of money to get up and running in the car broking business. Yes, it can be done, and I'll show you the best places to look for great car broking deals. So, if you've ever wished you could leave your job and start making a decent living, or you're looking to make a bit of cash for your 'nest egg', then this could be the ideal opportunity for you.

"This all sounds difficult! Is it very complicated?"

You do have to know what you're doing with car broking. Although there can be many pitfalls for the unwary, the rewards can be huge. That's why it's essential to work with people who know exactly what's required to be successful, and use **"How To Become A Successful Car Broker"** to help make sure you get the maximum rewards for your efforts.

This is the exact same plan I use on a daily basis, and have made a good living from this for over six years, so this is proven, tried and tested knowledge. All you really need to get going is a telephone line with an internet connection and a desire to make £500 on each deal.

"Do I have to visit buyers, sellers or car dealerships myself?"

Like I said before, you can build up a car broking business – without ever leaving home... Unlike lots of other business models, where you're rushing from pillar to post and doing it all yourself (with no guarantee of final success or making any money), you don't even have to visit anyone. All the relevant paperwork is there on a plate for you.

It can be beneficial in the early days to visit a few local dealers to see how they operate, particularly as you're gathering some brochures about the makes and models of cars you're interested in focusing on. But this is to give you the background information you need as part of your research. Once you're up and running, what time you spend 'out and about' is purely up to you.

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You can therefore leverage my years of experience for a fraction of the cost of doing it all yourself. These dealer contacts will be revealed to you when you get **"How To Become A Successful Car Broker"**, and I'll show you exactly what you need to be doing in order to work with everyone.

"I don't have much time to do this"

Let's not kid ourselves here. There is work involved in any decent business and this is no exception. But the fact remains you can start your car broking business from home in your spare time, without leaving your current job. All you really need to get started is a few hours a week, and in fact, that's what I recommend you do when you first get started. If you're in full-time employment, I would encourage you to start off part-time, and build up gradually (which is how I started). But once you are up and running, you'll soon recognise the benefits of doing this full time.

"I've had a good look at your web site, everything looks genuine, but I can't make up my mind. What makes yours any different from other opportunities?"

By now, you'll have an understanding of what this car broking business is, how it works, and how almost anyone – by using **"How To Become A Successful Car Broker"** - can probably earn a good living from it. But unfortunately, a lot of people do make outrageous claims about their product or business opportunity... claims they can't back up with facts.

On the other hand, I don't make any ridiculous claims and have done everything I say. Yes, you will have to work hard to succeed with this business, but you will have the opportunity to make anything from £500 to £1,000 (or more perhaps) a week. It's really up to you and how much effort you're prepared to put in. So, nothing new there really!

"How much money can I realistically make from this? And how soon before I start to make money?"

By working relatively consistently throughout the week, you should be able to source and sell on at least two or possibly three cars per week – but even if you sourced and sold on just one car a week at a £500 fee, that's an income of over £25,000 per year.

As for "how soon?" Well you could be up and running in a matter of days. But let me start with the bad news! This is not a 'get rich quick' scheme. You won't become an 'overnight millionaire' with this business package. And surprise, surprise, you won't ever become a millionaire with this or any other business opportunity. Nor will you be making tens of thousands of pounds a week either! No matter what anybody else tells you - that's just not practical! You only get out what you're prepared to put in.

But the good news is... it is a viable way of starting up your own business! You can realistically expect to earn anything from £500 - £1,000 per week – perhaps a bit more. On average, you can make about £500 for each successful deal you broker. Sometimes it's less, and sometimes it's more.

Whichever way you look at this, at least you can have some realistic and achievable goals. But as regards your potential earnings, why limit yourself? Your income is only limited by you! If you want to do it part-time, great. However, if you want to really go for it, and work exceptionally hard, you could be bringing in significant earnings.

Realistically though, if you do all the right things and do what we have shown you in the book, you certainly ought to be able to earn a decent income of around £40,000 to £50,000 a year, possibly more!

Ever since I've started in this business, I've enjoyed every minute of it. After starting out with no knowledge, I soon built up a large client portfolio, and people started seeking me out to discuss more deals.

But you know what? Since I started, I've heard from people who want me to tell them how they can get started too. It's made me realise that there are lots of people out there with the get up and go, and desire, to start off in the car broking business and make good money from it.

All you need is the right structure and a helping hand to guide you to success. I mean, anyone can do this, and I know if I can, you can too. Which is one of the reasons why I decided to produce this business package. I've already made a very successful business from this, and there's no reason you can't do it too.

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The Book... What's in it?

"How To Become A Successful Car Broker" is the result of over seven years of building up a business, so that others can learn, benefit from, and build their own car broking business... successfully.

"How To Become A Successful Car Broker" includes...

- **Introduction**
- **Initial Set up**
- **Starting Up - Internal systems**
- **The Business - Where and how do I start?**
- **Tools of the Trade**
eg: - Car Price Guides
- Motor Trade Internet Sites
- HPI - Checking a car's history and authenticity
- And much, much more...
- **Day to Day Business - Working with Sellers**
eg: - How do I find sellers?
- What's the best time to call people?
- What ages of cars should I look for?
- What is the optimum car to find?
- Do I need to see the cars myself?
- How do I open a conversation with a seller?
- What makes a good seller?
- What documentation should I send to the seller?
- And much, much more...
- **Day to Day Business - Working with Buyers**
eg: - How do I find my buyers?
- How and where do I advertise the cars I have available?
- What will the buyer offer for any cars I have available?
- What if there is finance outstanding?
- What documentation should I send to the buyer?
- And much, much more...
- **Payment Process**
eg: - How will sellers be paid?
- What should I charge?
- How will I be paid?
- **Payment Types**
eg: - Banker's Draft
- Company Cheque
- CHAPS
- Cash
- Other...
- **Trade to Trade**

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- **VAT**
- **Dealing with Issues**
eg: - Car not as described
- Valuations
- Faults
- Collections
- Dealing with Sellers / Dealing with Buyers
- And just about every combination of issue that may arise...
- **Paperwork and Documentation**
eg: - Enquiry Form
- Intent to Find a Buyer
- Sales Confirmation
- Contract of Sale
- Invoice
- Statement
- Faxes / Emails
- Internal Sales Records
- The above all in template form, for you to use as you wish, with your own logo etc
- **Administration Systems**
- **Successful Sales - Case Studies**
- **Vehicle Registration Numbers**
- **Sample Forms**
- **Useful Web Sites**

As you can see... it's pretty comprehensive... and it's very detailed. Would you expect anything less?

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Training and Personal Tuition.

Whilst the *“How To Become A Successful Car Broker”* book shows you everything you need to know about Car Broking, it also shows you everything you need to do in a 'step by step' process, just like any detailed user manual or training manual.

However, we do recognise that some people may also prefer some training and our approach to this is simple. Rather than conduct standard training courses which (by their very nature) have to cope with the needs of many, and cannot deal with an individual person's circumstances, instead we offer personal tuition whereby we can offer 'one to one' tuition and training and focus on getting you up and running as quickly as possible.

For this 'Personal Tuition' we charge £300 a day (plus VAT), but the benefits and peace of mind to you can easily outweigh this.

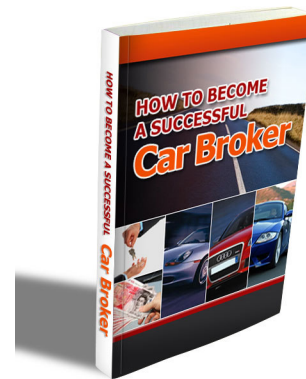
For more information on our Personal Tuition service, please send us an email to support@autocarbrokers.co.uk explaining your circumstances and what you might like from us.

What can I offer?

With the benefits of working from home, whether you want to work part-time or full-time, this is a genuine, ethical and proven business opportunity with the realistic potential for you to generate a rewarding and sustainable income, with little or no start-up costs and minimal on-going costs.

Your risk is small and you do not have to invest thousands of pounds to see if it's going to work or if it's right for you.

A comprehensive full colour manual provides you with all the information you need to be successful in this business.



What you can expect

Many people think that it is impossible to start their own part-time or full-time business, as they don't know how or where to start. With our opportunity, we show you exactly how to set yourself up, and more importantly we give you all the information about where to go and what to do, and cover absolutely everything you need to know.

Then we go into the details of what this business opportunity is all about – what's involved in sourcing cars, how you find sellers, how you find buyers, how you make the sale happen, and what commission you can charge.

Indeed, **seven years business knowledge** and all our 'insider secrets', together with **over 15,000 man hours** have gone into the content of *“How To Become A Successful Car Broker”* which covers everything you need to know about setting up and running your business 'day-to-day', together with additional **FREE** bonuses to help you, as well as providing numerous sample forms, documentation and templates to help you get 'up and running' as quickly as possible without having to design any of this documentation yourself, or having to 're-invent the wheel'.

Everything we have done is geared to making you successful in the shortest possible timeframe.

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What would be expected of you?

What we have tried to do with this business opportunity is provide you with as much detailed information as possible, regardless of whether you intend setting yourself up in business, or whether you just want to deal with the odd car now and again on a part time basis.

Because perhaps you're not looking to run a business – but would just like to know a bit more about what's involved in buying and selling cars, either privately or through the trade, and how to get more money for the car you're selling, or pay less for the car you're buying!

So you have the choice – run this business part-time or full-time, start small or be a business builder from day one - it's up to you. But whatever you decide to do, the basic principles of how to achieve success are exactly the same because if you are self-motivated, have the right commitment and apply the same methodologies that we will show you for how to source the right cars and how to find buyers for those cars, then you will succeed.

What will you also receive?

You'll also receive the following... completely **FREE** of charge:

FREE BONUS #1 – ***“Car Broking – A to Z of Forms and Documentation”***

- The essential Invoices, Databases, Customer Letters, Sample Forms for both buyers and sellers.
- The action plan, the contacts, and the know-how to make it happen fast...
- And much, much more. And it's yours to keep, FREE, when you get my guide...

FREE BONUS #2 – ***“Documentation Guide”***

The full ***“How To become A Successful Car Broker”*** Documentation Guide.

FREE BONUS #3 – ***“Insider's Guide to Useful Web Sites”***

Running your car broking business requires good planning, both now and into the future. So to help you start off on the right track, you'll also receive a **full A-Z list of valuable websites you can use to build your car broking business more quickly, cheaply and easily** (and save you a fortune in time, money and effort).

FREE BONUS #4 – ***“The Secret List of Car Marque Details”***

In brief, this is a list of all the current car manufacturers in the UK, providing addresses, phone numbers and web site info.

FREE BONUS #5 – ***“12 Months of FREE Post-purchase Email Support”***

When you invest in my business opportunity today, and to help grow your car broking business even more quickly, I will provide you with **12 months of free email help and support**. Need help or advice with any aspect of your car broking business? Simply email me and I'll give you all the help you need.

FREE BONUS #6 – ***“Top Tips for Buying and Selling Cars”***

In brief, this is a list of Top Tips for buying and selling cars – everything you need to know.

FREE BONUS #7 – ***“An insight into the questions that everyone else asks”***

As you might expect, having run this business successfully over the years, many people have asked me questions about it, many of which may be similar to questions you have right now. So this is something else you will receive.... A great insight into all the questions I have been asked over the years, together with all the answers... and believe me, there isn't much else to know once you've read these!!

So... we not only acknowledge the questions our customers ask us, but we also share this information so that it can benefit everyone. It's absolutely invaluable!

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You're also covered by my money back guarantee.

If you aren't delighted with this business package (for any reason), simply send it back to me in good condition within 7 days of receipt, and I'll send you a full refund of your money. It's that simple...

Now for the price...

The '*How to Become A Successful Car Broker*' business opportunity package is extremely good value when you compare this to the sort of income you could earn running your own car broking business. And if you think about it, this will pay for itself dozens, maybe even hundreds of times over.

In return, you'll enjoy full access to a proven, exclusive product, giving you the chance to make you hundreds, even thousands of pounds a month in extra cash, cash you wouldn't otherwise have earned. In fact, you could easily make back your investment within the first 28 days of using it, then everything else you make from it is pure profit. Put it this way. **How much would you invest in a business model that *really works*?**

But I want to make it even more attractive for you. So with that in mind...

If You're Looking For A GREAT DEAL On Price!

**Get Your Personal Copy Of
"How To Become A Successful Car Broker"
for just £49.95
And it's a book... so you pay NO VAT!**

This is the **FULL** Colour book that will be posted to you!

And remember, just **ONE** deal would more than cover your investment right there!
But hurry – this offer may not last for ever!

The **£49.95** one-time-only investment covers **everything**. In return, you'll enjoy full access to a proven, 100% exclusive product which provides you with the opportunity to make good money every day. You could easily make back your investment within the first couple of weeks, then the rest of the year is pure profit.

If You're Looking For An Even BETTER DEAL!

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Garry Steele

And if you have any MORE questions, I would encourage you to call my direct line on 01823 251444, and I'll be happy to talk them through with you.

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