The image shows the interior of a luxury car. The ceiling is dark with a pattern of small, bright white dots, resembling a starry night sky. The seats are upholstered in a light-colored, possibly leather, material with dark stitching. A headrest in the center seat has a small, dark letter 'R' on it. The overall lighting is soft and ambient, highlighting the textures of the car's interior.

MALIK KILAM LEGACY

# LUXURY CARS FOR YOUR HOME BUSINESS

M A L I K K I L A M . C O M

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# BORN & BREAD



PRODUCED BY CHAMPION



The image shows the interior of a luxury car, likely a Mercedes-Benz, with leather seats and a starry ceiling. The text is overlaid on the image.

MALIK KILAM LEGACY

# LUXURY CARS FOR YOUR HOME BUSINESS

M A L I K K I L A M . C O M

**5 Easy Steps For A Fleet on Business Credit**

1. Set up your business EIN, Secretary of State, Business Banking, and Duns Number
2. Get Tier 1 Business Credit with Net 30 Accounts 3-5 total
3. Scale to Tier 2 & Tier 3 Vendors 60-120 Days
4. Gather Your Business Credit Report & Bank Statements or Certified Financials
5. Apply at The Dealership

## **What Documents Do You Need As a Business Owner to Get a Car Loan?**

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You'll probably find that buying a car for your business is less of a hassle than buying a vehicle through a retail dealership for your personal use. You want to purchase the car through the commercial division of a local

dealership and ensure that the loan comes from a lender for business loans. A vehicle purchase can help build your business credit rating, which may be beneficial in the future.

## Obtaining Commercial Credit

To put a vehicle in the name of your business, your business structure must be something other than sole proprietor, such as a C or S corporation or a limited liability company: LLC. However, even with a corporation or LLC, you still must personally guarantee a car loan. If you have co-owners, the lender may require the co-owners to also sign on the dotted line as guarantors in order to approve your financing.

## Loan Approval Process

To get vehicle financing for a business owned vehicle the dealer -- or an outside lender, if you choose to go that way -- you must provide information about both your business finances and your personal finances. For a small business without established credit, loan approval for a commercial vehicle purchase will be primarily based on your credit rating. However, the lender will also want to see that you have a viable and profitable business. You may be asked for some company financials as part of the loan application process.

## Required Documents

When you get ready to complete the paperwork for your business-owned car, you need to have a corporate/LLC resolution that authorizes the business to purchase the vehicle. The commercial vehicle salesman can provide a sample corporate resolution to use as a model. The resolution states that the LLC members or corporate board of directors of your company voted on and approved the vehicle purchase. You also need proof of insurance that the business has an auto insurance policy.

## Commercial Financing Considerations

If you have good personal credit, buying a car in your business name should go smoothly. Going with a lender for commercial vehicles will build a credit history for your business, reducing the need for personal guarantees in the future. If you want to buy a more specialized commercial vehicle, such as a dump truck or tow truck, the lender will be more interested in how you plan to use the vehicle to generate more revenue for your business.

# **Building The Sole Trader's Credit (Personal Credit)**

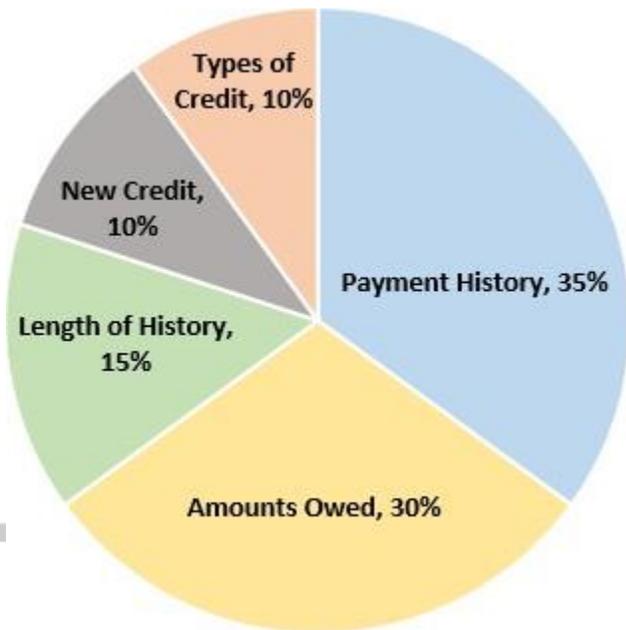
**We recommend a simple dispute for your personal credit and do this for hard inquiries and past accounts as well on any negative items! Make Sure you do this before building your personal credit.**

## Tradelines and primary accounts

First, what is a tradeline? A tradeline is the industry term for any credit account that appears on your credit report. We evaluate your credit reports to see if tradelines will help; if so, we get your data, submit it to the lender (e.g. Chase, Bank of America, Discover, etc) and the lender reports the data to the credit bureaus. When this data posts, your score will experience a boost.

What makes tradelines so effective? Glad you asked.

First, have a look at how the 3 credit bureaus evaluate your score.



Tradelines provide positive data on three evaluation factors:

**Payment History**

**Amount owed**

**Length of History**

These factors comprise as much as 60% of your credit score. When we post an AU, you are benefiting from the age of the tradeline, the availability of the limit (always utilized under 10%), and the perfect payment history.

**Looking at the credit scale is like looking at the grading scale back in school.**

FICO Score ranges from 350 – 850, where 350 being the lowest credit score and 850 being the highest:

- 350-579 – Poor – F Grade
- 580-619 – Below Average – D Grade
- 620-659 – Average -C Grade
- 660-719 – Good – B Grade
- 720-850 – Excellent – A Grade

Tradelines can help move you an entire grade, which could be the difference in getting an approval, or that next rate tier, saving you thousands over the course of the loan.

**Primaries are better for your account**

**We like primaries over tradelines**

**Tradelines are just lines of credit such as Macys or a JC Pennys you may also be added as an authorized users. So you may or may not be able to utilize someone else's credit to help boost your credit.**

Unsecured credit that are guaranteed

\$99 to join \$5,000 worth of credit that never falls off

<https://www.agjewelrydesign.com/>

Attractive Gems Jewelers \$10,000.00 revolving credit line with 24-month 0% financing gives you an opportunity to obtain a Credit card even if you have bad credit, we believe in giving everyone with or without credit a chance! and hope to gain happy customers for years to come.

**YOUR APPROVAL IS GUARANTEED** as long as you meet the below criteria:

Attractive Gems Jewelers \$10,000 revolving credit line has a onetime membership fee of \$149.99 and an annual maintenance fee of \$99.99

<https://getthatjewelry.com/>

\$15,000 CREDIT LINE

<https://ligosjewelry.com>

\$12,500 CREDIT LINE

<https://shopsimplio.com/>

\$8500 CREDIT LINE

<https://www.creditstrong.com/>

**MAGNUM® 4500**

**\$49.50**/mo

- **\$4,500 Installment Account Reported**

# PRIMARY TRADELINES

As negative items are starting to be removed from your credit report. We recommend you start adding new primary tradelines.

These new active accounts will help boost your credit score.

Please choose 3 – 4 from the following list below if you don't have any primary tradeline, 2 – 3 if you have at-least one primary tradeline.



MJC Offers up to \$5,000 unsecured revolving credit and reports to all 3 bureaus monthly. [Click Here](#)



Credit Builder Card – Get a secured credit card with as little as a \$200 – \$1000 Deposit. No credit score needed for approval. Reports to all 3 credit bureaus. [Click Here](#)

An advertisement for National Credit Direct. It features a 'National CREDIT DIRECT PLATINUM MEMBER BENEFIT' credit card with the number 1234 5678 8765 4321 and a BBB ACCREDITED BUSINESS logo. To the right, a man in a light blue shirt is smiling and gesturing. Below the card, there are four bullet points: '&gt; GUARANTEED APPROVAL FOR UP TO \$5,000 CREDIT LINE', '&gt; BAD CREDIT - OK', '&gt; EARN REWARDS', and '&gt; REPORTS TO MAJOR CREDIT BUREAUS'.

National Credit Direct – Guaranteed Approval Up to \$5000 in unsecured revolving credit. No Hidden Fees or interest charges, Member Benefits, and Unlimited Customer Support. Reward Points Program, which is similar to major credit cards or airline miles. Reports to all 3 credit bureaus. [Click Here](#)

# CreditStrong

## WHAT TO EXPECT FROM YOUR CREDIT STRONG ACCOUNT?



**NO CREDIT SCORE REQUIRED**



**NO HARD CREDIT INQUIRY**



**NO UPFRONT SECURITY DEPOSIT**



Build credit history while saving. Austin Capital Bank gives you an installment loan. You do not receive the funds on day one, they are instantly deposited into the savings account. A lock is placed on the funds in the savings account to secure the loan. Each month you make a single, fixed monthly payment of principal and interest on the loan. The principal portion of your loan payment is credited towards the lock on your savings account and the interest portion of your payment is how we cover the costs of providing the service to you. During the term of your account we report your loan payment history to all three major credit bureaus and you earn interest on your savings account balance.

When the loan is paid in-full, the lock is removed from the savings account and the funds become available to you. [Click Here](#)



Membership program for only from \$99.99 to start and from \$29.99 monthly & we report your new \$7,500.00 or \$10,000.00 revolving account to all three credit bureaus. [Click Here](#)



Self.

Open a Credit Builder Account, pay monthly and on time to build positive payment history. Self will help establish the regular payment history that is key to building credit.

No Upfront Deposit. Get Approved in Minutes. Withdraw Savings at End. Reports to all three credit bureaus. [Click Here](#)



NCD – offer you up to \$5,000 unsecured revolving credit line so you can finance the latest technology, electronics, household items and more. Reports to Equifax and Transunion. [Click Here](#)



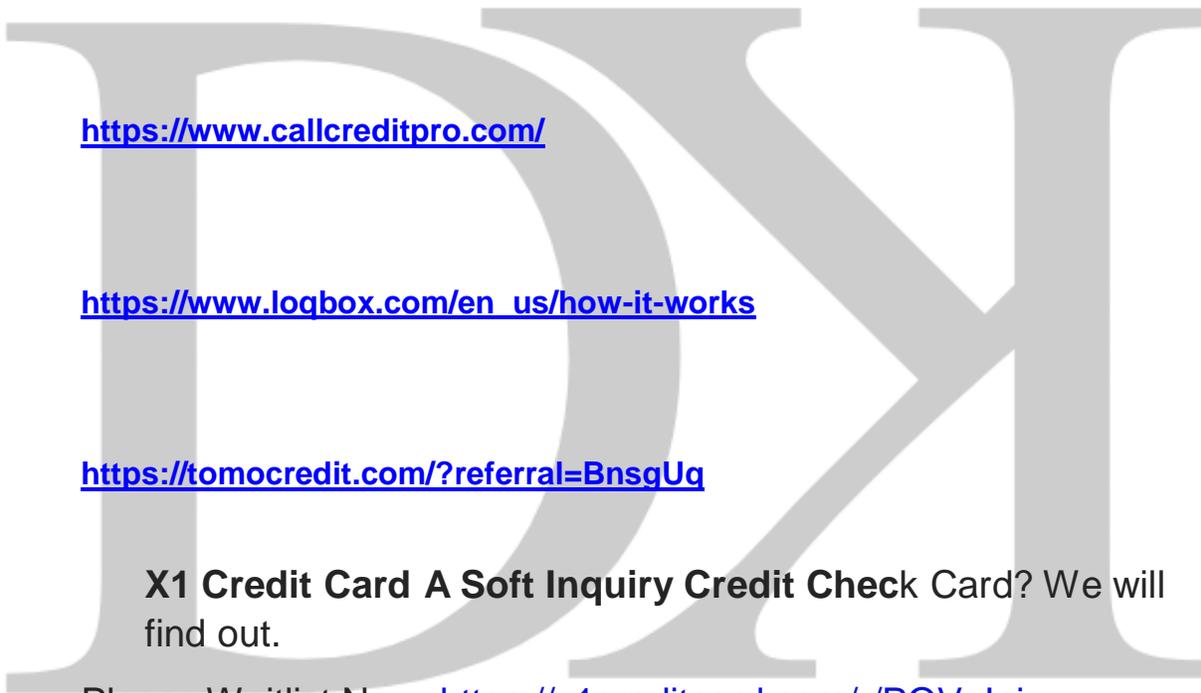
Rent Reporters – RentReporters is here to help the nearly 100 million renters improve their credit by reporting their on-time rent payment history to the credit bureaus. Rent Payments can Boost your Credit Score with the average Credit Score Increase is 40 Points. Reports to Equifax and Transunion. [Click Here](#)



Hutton Chase – Guaranteed Approval! \$1,500 Credit Line. Purchase online (Electronics, Apparel & Accessories, Cookware, Jewelries and etc.) Will help you Boost your Score. Reports to Equifax and Experian. [Click Here](#)



Ox Publishing – Love Reading Books? Boost your Score While reading your favoritebooks! Purchase online E-Book source. Reports to Equifax and Experian. [Click Here](#)



<https://www.callcreditpro.com/>

[https://www.logbox.com/en\\_us/how-it-works](https://www.logbox.com/en_us/how-it-works)

<https://tomocredit.com/?referral=BnsgUq>

**X1 Credit Card A Soft Inquiry Credit Check Card? We will find out.**

Please Waitlist Now: <https://x1creditcard.com/r/POVqlej>

**Tomo Fintech Debit/Credit Card.** \$100 - \$10,000 Credit limit - NoHard Inquiry - Waitlist:

<https://tomocredit.com/?referral=BnsgUq>

**Salt Lending For Crypto Currency Investors.** Use your crypto to get lines of credit: <https://saltlending.com/>

**After you build your credit you can buy and sell tradelines as authorized user getpaid**

# Unlimited Business Credit Secrets

## Introduction

Please read each step fully **twice** before starting, **twice**. If you start this process a while after you read it, please **re-read** it so you are fully ready to take the steps you need to access corporate credit.

Before we get deeply into the process, let's take a minute to talk about what the most effective use of this tool is.

First, and most obviously, an existing ongoing business can access credit to enhance its operations. Not many businesses know how to gain access to credit with no personal liability and use their personal credit to try to get credit for their business. The process of corporate credit eliminates that need.

Second, the most effective use of this tool is for new or nearly new businesses, which have no access to credit until they learn how to take the steps in this package to get credit for your new business with no personal liability. Few people know how to gain access to corporate credit with no personal liability so they are again usually using their personal credit to start operations.

## Tips Before We Begin

Do this process for your business and grow it over time.

Don't be in a hurry. Just get it right. It takes a bit of time for things to report but if you do the steps correctly you can cut many years off the time it would usually take to create business credit with no personal liability with useful accounts.

Do this process only for a real business, not a fake one. Why?

Many people think when they see this corporate credit package that you can make as many fake businesses as you want and take as much money as you want. While this has some elements of truth in the statement, it is too much work to build business credit for a fake business. It makes sense to start a real business that will be ongoing with its own website, email, clientele, etc. because you might as well grow a revenue stream that will not end if the business were to go bankrupt.

If your personal credit is a mess, then corporate credit is a way to operate a business with great credit and have no personal liability. A business protects you, your family and your assets. Learn How To Operating a Holding and Operating Company for Full Asset Protection . No one should operate a person and everyone should operate a business . A person is what you operate from the social security number you were given upon birth. The corporate credit methods allow you to operate a business with better and more credit than you can get personally.

## About The Process Itself

A quick overview of the corporate credit building process is that one must correctly build the corporation to make it possible to build corporate credit.

If the corporation is not initially built correctly, it will never be able to access corporate credit with no personal liability.

It's like building a house, it must have a good foundation.

Once the corporation is built correctly, then the credit of the corporation needs to be built step by step, exactly correctly to make this corporation look credit worthy to all lenders on their software they access to determine lendability.

Knowing what lenders look at to determine lendability is what this portion of the corporate credit building information teaches you.

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## Terms to Know

When we talk about **corporate credit** we mean credit for any **business** type that is not a person.

A **person** can be called **personal** too. This information does not concern building credit for a person or personal credit. In fact, corporate credit can be built no matter how bad your personal credit is. However, it is far better to have great personal credit.

## STEP 1: Build A Foundation

Creating a corporation that is lendable is what this process explains. The first step is creating a corporation worthy of credit. This means you have to build that corporation with the exact same attributes a lender needs to build credit. First step is the creation of the corporation with these lendable attributes. Let's go through the checklist of the steps you will take to create what a lender needs to see.

### List Of The Items TO DO:

- URL
- Corporation Type
- Register with the Secretary of State Name
- Address
- EIN
- Phone Number
- 411 Listing
- Business Email
  
- Business Bank Account
  
- Dun & Bradstreet Number
- Google Maps

Let's go over and explain the WHY and HOW of each step:

## WEBSITE URL

Get a URL that matches the name of your business. If you can't get an inexpensive readily available URL for your website then move on to another name of the business. (.org, .net,

.com or any TLD works) You can look up to see if a URL is available on many services. For example: [www.godaddy.com](http://www.godaddy.com)

This website will become the URL address for your corporation's website. Get a way to get receive money (PayPal, Stripe, Authorize.net, Skrill, etc.)

Start a brand new account (I suggest Stripe) as your primary payment gateway.  
Start a brand new account (I suggest PayPal) as your backup payment gateway.

Whatever payment gateway you choose, check to make sure that the payment gateway will work with your website's CMS (Content Management System). I suggest Shopify.

## CORPORATION TYPE

This item is important to get correct, as not all corporation types are useful in this process. One entity type to steer clear of is an LLC. An LLC is a flow through entity meaning the taxes flow through to your person. Having NO personal liability or connection is important, so the LLC is out. That leaves 3 types of corporations that you can build credit with.

The 3 types of corporations you CAN build corporate credit with are a non-profit, trust or C corporation. A non-profit is not optimal and should only be used in rare circumstances for specific reasons. That really leaves the C corporation and the trust.

Let's go over the **C Corporations** first. Often referred to as a C corp. A C corp. is created at the Secretary of State in the state you want to operate this C corporation. C corporation is also called a for profit corporation. *This is a taxable entity.* You can use this... or you can use a...

Bulletproof Trust. The trust is the other option for a corporation type. But don't use any type of trust. Only use a Pure Trust will truly work for this. Also known as a Common Law Irrevocable Ecclesiastical Trust. *This is not a taxable entity.*

## REGISTER WITH SECRETARY OF STATE

The only extra step that is definitely needed so your credit accounts propagate properly to the business credit bureaus is to register the trust your state's secretary of state. In Florida it costs \$350 to register a common law trust with the Secretary of State. You will need to check the cost for your state.

A for-profit C corporation should automatically be shown on the Secretary of State website but check to make sure.

## NAME

Make your name a business or the Name of your business has to be the same all the way around for your website as well do not use anything common.

## ADDRESS

This is a critical part and must be done correctly. Get an office with a low rental prices in a building, with multiple offices if possible. It must be a mailing address that is zoned commercially or industrially. It cannot be zoned residentially. This means no home address.

A banker's software tells them whether this is a home address and they don't lend to home based businesses.

When you are first starting out, if you just cannot find a way to get a commercial address, even by getting creative and asking someone you know who has a commercial address if they will "rent" you a part of their space, then start with the home address. BUT, it will only get you so far in regards to credit tiers. But at least you will be starting now, rather than doing nothing and going nowhere.

When you do get your commercial address, you will have to change your address with the IRS, Secretary of State, Google and everywhere else that has your business address.

## EIN

Every business type needs to have an EIN to operate in commerce, open a bank account and own assets.

An EIN is a unique identification number that is assigned to a business entity so that they can be identified by the Internal Revenue Service.

## PHONE NUMBER

This is a critical point. No mistakes allowed. There must be a landline at the office address in the name of the business. To get the phone number you need to use the EIN.

## 411 LISTING

Your landline must be registered with 411. This is surprisingly difficult to do in many cases. Currently there is a website hack that gets it done for free immediately:

<http://www.listyourself.net>

After you list your business call and check to make sure it is listed.

There are many other services that list businesses to assist with putting your business literally on the map. Start with Google maps and add a missing business to the map. After you have added the business then claim it and give the information to list your business. They will send you mail with a code to claim the business. Google is the biggest information agent on earth so listing with them lists with many, many other places too: [www.google.com/maps](http://www.google.com/maps)

Add the business to YellowPages, SuperPages and many more. I suggest [getting 100+ business listings on Fiverr for \\$5-\\$20](#). This normally takes days, but you can outsource it for a few dollars and save a lot of time. You must do the following MANUALLY and are HIGHLY SUGGESTED: Google, Acxiom, Apple Maps, Bing, Citygrid, Facebook, Factual, Foursquare, Infogroup/ExpressUpdate, Localeze, Superpages, Yahoo, YP, Yelp.

## EMAIL

The email for the business must match the name of the business and website.

For example if your business name is Jack McCaig and its URL is [www.jackmccaig.com](http://www.jackmccaig.com) then the email must have that extension from the website address. So the email for the business could be: [contact@jackmccaig.com](mailto:contact@jackmccaig.com). In other words, no Gmail, MSN, Yahoo or anything else.

Companies like [HostGator](#) can help you get a URL address and an email address to match. There are other choices, [HostGator](#) is my go to, especially because they have great customer support for the website.

## BANK ACCOUNT

It is critical to open the bank account for this venture *as soon as possible*.

Age of a corporation matters in corporate credit. Age of a corporation is determined by the date one opens a bank account for the business not the date it was incorporated.

That is why shelf corporations are a hoax.

At this point the best bank is Chase Bank, though any bank will do. This is my preference and doesn't relate to how much credit you can build. But, if you have good personal credit, getting one of the Chase Ink cards while signing personally can really jump start your business credit. More on this point, regarding vendor accounts, later.

## DUN AND BRADSTREET NUMBER

Now it is time to get a business credit number that tracks the credit of the business. You will do this by calling Dun and Bradstreet to get this business credit number or register online: [www.dnb.com](http://www.dnb.com)

Dun & Bradstreet is a corporation that offers information on commercial credit as well as reports on businesses. Most notably, Dun & Bradstreet is recognizable for its Data Universal Numbering System (D.U.N.S.) numbers; these generate business information reports for more than 100 million companies around the globe.

You do not need to pay Dun & Bradstreet to get this number. Do not get their monthly service, ever. It might take a 4-5 weeks to get the number, but that is okay. You don't need it before then anyway. Get this as soon as you get all the other points for starting a business completed.

One item is to do an **update** of your business information on Dun and Bradstreet when you get your number from them. It is called iUpdater and you can get someone in chat to point you there. **Do an update only once every 6 months.** You will be giving Dunn & Bradstreet information that tells them you are a credit worthy company. Think of it as an estimate in favor of your business. Accounting information can be estimated, this is an estimate in favor of your business.

## GOOGLE MAPS

Go to Google Maps. Find your address of your business. If it is not currently listed on Google Maps, get it listed. Simply search "List my business on Google Maps" inside Google's search engine and they'll walk you through the process.

The next step is to claim that map listing. That is usually done via postcard sent to the address listed. Once you receive the letter, enter the code as instructed in the letter and Google Maps will instantly list your business officially so anyone can see it, including the bankers.

## **SOCIAL MEDIA PRESENCE**

At the very minimum, make a Facebook page. Update posts to it daily at least. This and YouTube should be an easy and free way to market your business. This is the minimum, you can get creative and find other free ways to put your business out there so it has a presence online. The better see it, including the bankers.

## **DUNS AND BRADSTREET SET UP**

Employees – needs to be more than 20. Use 21, 22 or 23.

Square Footage – employee times 2000 square feet. Example: 13 employees gets 26000 square feet.

Income – Updating income will not be done upon receipt of your number or at the 6 month mark unless Dunn & Bradstreet calls. All other data points are updated in iUpdater upon receipt of your Dunn & Bradstreet number.

When you do update your income, you will input a little more than \$2 million but not much more at all, for example, \$2,200,000. You may not be able to input this income amount and have to upload or type in a full financial statement here that adds up to \$2.2 million in income.

Get ready after your first year mark and fill in all other fields in the financial data on iUpdater.

If Dun & Bradstreet calls, always tell them the four data points: income, square footage, employees and years in business. Keep your information consistent on phone and on paper. Dunn & Bradstreet corroborates your data points, this is considered a third party verification. This can no longer

be done without tax records so this may not work but if it does, this is the information to put in. Mainly this is the minimum number you put for income on applications for credit if nothing else. **This will be covered in detail in the video.**

Years in Business – 2 years. Just type this but it may not work for harder to get creditors, but it helps get your initial accounts.

## STEP 2: Build A House On Your Foundation

Now that you have started your business correctly to access credit, you are prepared to start building your business credit. Let's go over some strategy that no other corporate credit programs talk about before we move on to the next step.

First of all, building corporate credit should be done for something you are passionate about doing for years to come. You are going to build a service and you should find joy in what you do serving others. Since you have to go through all the steps of building a business then go ahead and make your business all about what you love to do in serving others. That means make a part of this business a service, probably management as a part of the service.

## Why Services And Not Products?

Because it is harder for a lender to know exactly how big a service business is, compared to being a product manufacturer. Therefore you can get much better corporate credit if you are in the service industry. Even if you are in products, have a service as an adjunct to your products. You're soon to have a thriving business and good corporate credit when you finish this process. This is a key point as to why you want an ongoing business.

**100% PROFIT HACK:** What if you were to use this corporate credit to donate all of the credit to a trust? Nice enough, this legal. You'll start another trust, or C Corp, and have it ready with a bank account to transfer to, because all you really need to do is to give your website a new bank account and routing number. The rest can remain the same.

# Notice Regarding Social Security Numbers

Even though an application asking for credit may have a space for a social security number, never fill in a social security number.

## Net Term Accounts & Credit Scores

The common **first step** in building the credit of this corporation is to get **Net term accounts** with businesses that report to Dun and Bradstreet.

Unlike personal credit, corporate credit is reported via a **Paydex score** from Dun & Bradstreet with a scale of 0 – 100. 80 is the minimum credit score needed for corporate credit. At 80 you pay the terms of your agreement on time. Above 80, you pay ahead of your agreed time. Less than 80 and you are paying late. Corporate credit scores are simply about how fast you pay bills.

Now these Net terms accounts are about getting credit that needs to be paid back in however many days it says after the word Net. Net 30 you must pay within 30 days. Net 10 you must pay

within 10 days. The focus should be on starting at least (3) Net 30 accounts and (4) Net accounts all together, though (5) is added insurance.

This area of Net 30 accounts is always a moving target. Many companies will give credit to new companies but very few report to Dun & Bradstreet. You only want the ones that report to Dun & Bradstreet. No other vendor accounts will help build corporate credit.

Part of your work is finding these accounts. Some longtime leaders in this industry and still doing this type of accounting are the following vendors:

- [www.grainger.com](http://www.grainger.com)
- [www.quill.com](http://www.quill.com)
- [www.seton.com](http://www.seton.com)
- [www.uline.com](http://www.uline.com)

**IMPORTANT:** This is a very important piece of the puzzle that is always moving. If you ever find a Net terms account that reports to Dun & Bradstreet email me immediately at [support@donkilam.com](mailto:support@donkilam.com) and we will update this list + give you a special finder's fee bonus!

Now that you have found these accounts what do you do? You want to make a purchase of just over \$100 with each one and then click the bill me option at checkout. Pay the day the bill comes in the mail, with a check whenever possible, but they take payments over the phone too. The most important thing is to be early in payments!

In each successive month you must make another purchase from each of your Net terms vendors but these purchases can be for any amount over \$50.

Sometimes these accounts can take 30, 60 or 90 days to report, although usually they are fast. Call and ask them to report if it has been 30 days and they haven't reported yet.

After your credit applications are approved at (3) Net 30 terms creditors and you make 3 months of successful on-time payments in a row, your company will have a Paydex score of 80.

**CREDIT HACK:** An *alternate choice* for those with a good or great personal credit scores, is to get as many accounts as you want *with a personal guarantee*. This simply means that you are signing up for these credit accounts with your person AND business. Once you are reporting with your business you can remove the personal guarantee. While this is **not** necessary it saves a bunch of money and time. It saves money because you will use these cards for your regular day-to-day purchases. Whereas normally you would be forced to pay for products from the Net 30 account at

the store, instead of using it for ANY purchase you want.

For example, I ordered a box of laundry detergent and toilet paper from one of my net 30 accounts at a higher price than I would have paid elsewhere. These 3 opening accounts will be credit cards. These are the 3 types of credit cards to get if your personal credit is good enough that report to your business score and some report to your personal score too. All the rest of the

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accounts you get from here on out you won't get with a personal guarantee. Each one has different card options so pick the one you can get and has the perks you like. If you go this route make sure you get the Chase and Capital One cards first. In fact, you can **get two** of the Chase or Capital One cards instead of the Amex or Citi cards.

Get a total of 3 credit cards from this group with a personal guarantee, no more:

- Chase Ink
- Capital One Spark
- American Express Business
- Citi Business

## How Do You Know You Got A Paydex Score Of 80?

Sign up with **CreditSignal** by Dun & Bradstreet, which is a free service. It will keep you updated as to how the score is doing.

One of the most common denial reasons for any credit at any level is your company information does not match somewhere. On Dun & Bradstreet it says 124 Long Street #33 and on your application it says 124 Long Street Number 33. They won't approve your account unless all this information matches **EXACTLY, all the time. To get your registered address, pull up the USPS approved address for your location and always use that.**

Sign up to get a service called **NAV**. It costs about \$65 quarterly and gives you monthly updates to your personal and business credit. It also gives alerts during the month in between reporting.

Get a business credit reporting subscription for the year from Experian, it costs under \$200 and updates every day. You will be very up to date about your accounts that report to Experian.

Not every vendor that reports does its reporting to both Dun & Bradstreet and Experian so you need both reports to see if how your corporate credit is going so you know when to take the next step or if a problem comes up you see it and cure it right away.

## STEP 3: Becoming Credit Worthy

Now that your company is viewed as a worthy credit risk, it is time to continue up the credit ladder. Once you have 3 accounts that have reported payment experiences you can move on to the next list of accounts to apply for. Many of these have Net 30 terms to start and some companies have upgrades to their vendor accounts that are better than net 30 terms.

**NOTE:** Leave the social security number space and the rest of the personal guarantee blank if they have a space for a personal guarantee.

Many of these are applications you print, fill out and then fax into the company. Google these items exactly as these are the names of the exact type of accounts to start with to get the application.

A few are online applications:

- Amazon.com - Business Pay In Full Credit
- Line Lowes.com - Accounts Receivable
  
- Chevron/Texaco – Chevron Texaco Business Card (\$100 initial fee on the card for signing up)
  
- JC Penny – JC Penny Commercial (fax)
  
- Office Depot/Max – Business Credit Account

You must make at least \$100 in purchases for these accounts to report the payment experience initially, \$50 minimum thereafter usually. Once all of these companies have reported your payment experiences you can move on to the next tier of credit available.

You are going to need to use these accounts every month so they report. And they are going to need to be paid on time or early. Only make one payment per month with all your accounts. But make your payment **early** every month. This is **critical** to having excellent credit.

## STEP 4: Upgrading Your Credit Worthiness

Once you have at least one payment experience reporting from each of the previously mentioned accounts you will move on to the next tier in credit applications.

The next group of corporate credit accounts are store credit that is useful like office supply stores such as, if you didn't get Grainger and Uline accounts because you used the credit card hack go get those accounts and purchase at least \$100 worth from them on your first order. These two accounts report and ship extremely fast. They are great credit builder accounts you can't miss.

**NOTE:** Remember to always spend at least \$100 for each new account you have so it reports that account ASAP on your credit report. Pay on time or early, of course.

This is a list of next level vendors to make an application for credit once all of the previous vendors from this package have reported their payment experiences to the credit reports (Get the lowest tier card or credit line available if they have multiple choices for account types:

Walmart

Home Depot Commercial

Sears Commercial One

Tractor Supply

Macy's

Staples

Speedway

BP Small Business

Fleet Hardware Express

Gemplars

Wells Fargo Secured Credit Card (not for trusts)

On personal credit reports the amount of inquiries matters to the score. For business credit many inquiries are expected and have no negative bearing on your business credit score. It is a natural and expected for a business to try and access credit. Dealing with business credit is a change in how you were taught to think of credit from dealing with your person's credit. Feel free to apply to as many places as you think might accept your application for credit that report to Dun & Bradstreet.

## Email To Creditors

How do you find out if a potential credit provider is one that reports to Dun and Bradstreet and that you will qualify for?

The best way to answer this question is via email to start. Write each potential creditor an email with all of your information in the email.

## EXAMPLE COMPANY EMAIL

Our company is interested in becoming a monthly purchaser of your products and would like to open a credit account. Could you please email me the information on how to apply for credit and the qualities our company would need to qualify? Do you report to Dun & Bradstreet, Experian and Equifax? Thanks so much for your assistance.

John Doe

CEO

Remember to follow up with every credit denial with a phone call or email to find out what your company was denied and how it was lacking so you can reapply when your company does qualify.

For this part of credit building try to get a total of 10 minimum accounts, but preferably 15 would be best.

After you have this round of accounts reporting it is time to contact each company and ask to have the credit limit raised and in the case of gas cards or others that give store credit cards that have upgrades to Visa or MasterCard, then you want to ask for the upgrade to these cards. Your requests may not be granted, but some will be.

## STEP 5a: Lines of Credit w/o Personal Guarantee

All this work up until this point has led to you getting you access to the most important credit of all, **credit cards** and **lines of credit** with no personal guarantee. We are not there yet but we are getting very close. This stop on the credit building process will put those cards within reach. We still have to do a few thing to make it possible.

It usually takes a minimum of 3 years to get credit cards and lines of credit with no personal guarantee. This should be the last tier of credit before making that possible.

The next tier is much like previous tiers in that you need to use the credit for it to report. Once you have at least 10 credit lines reporting payment experiences on your credit reports its time to move on to getting more lines of credit with these creditors and as always get the lowest tier of card they offer to start with (even though you may apply to all of them you may only get some accounts approved but get as many as you can):

AutoZone  
Staples  
  
Best Buy  
  
Shell Fleet Card  
  
BP Small Business  
Fleet Sinclair Business  
Card Exxon/Mobil Fleet  
  
Ally Car Financial  
Racetrac  
  
Sam's Club  
  
Fuelman

As always after each part in the credit building process you want to get in touch with all your creditors and ask them to raise your credit line amount and/or upgrade to a better card or account type if they offer one.

After this tier of credit accounts are all applied for, paid for and they report; it's very important to take this step.

Truly this is its own mini-step within a step as there are quite a few cards on this list from the start that have upgraded accounts you can get at this point. In fact, wait until these upgraded accounts report until moving on to the next step.

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## STEP 5b: Unsecured Credit Cards

Now it is time to get into the real useful parts of corporate credit and why you put all this time and effort into this process.

This was all to get **unsecured credit cards** from Visa, MasterCard and the like. These are cards that can be used outside the vendors' stores and used anywhere for anything, just like any Visa or MasterCard.

This tier of the process focuses on getting unsecured credit cards as fast as possible and as much of it as possible and here is where you start to get into that credit.

If you used the initial hack to get your Capital One Spark, Chase Ink, etc.; this is the time to ask and see if they will remove the personal guarantee on the cards you already have. You may get cards released from the personal guarantee and sometimes they may not take the personal guarantee off. Either way, speak to them on the phone about what further steps you need to take to get the credit where it needs to be. What steps need to be taken? Take notes and get those steps done as soon as possible.

Whenever you will apply for any of these cards remember as always to never ever write your social security number on any forms even if there is a space for it.

At this level of credit card you will want to get store credit cards with a MasterCard or Visa logo.

All the information of employees, income, square footage and years in business all will match on applications what you put into Dun & Bradstreet when you updated your information there. That is what the lenders look at to see if it matches so make sure you stay consistent.

You may have gotten a couple of these in your last round of credit applications or you may have found you did not qualify. Now you will qualify once all these accounts are reporting.

## STEP 6a: Bank Unsecured Credit Cards

Here is the step where we get some **bank unsecured credit cards**. One leg up to getting these cards and can be done now or immediately upon opening your bank account, is to get a secured business line of credit. This means if you deposit a large sum in a bank account of say \$10,000 or more you can use this money to get a secured line of credit for your business.

Like getting a secured business credit card, a secured business line of credit helps get you get a history with the bank and on your credit report of paying back your lines of credit. Keep asking your bank to flip to an unsecured line of credit from your secured line of credit as your overall business credit improves.

Now that you've set everything up to get unsecured business credit cards with no personal liability and unsecured lines of credit, you want to begin to ask for this credit where you currently bank. Don't ask before this point! But now is the time to go in and ask. Sit down and turn your banker into your advocate and just ask for as much credit as they feel comfortable extending, whatever that credit limit is on the business credit card they'll give you, if you don't have one already with them from prior steps. For example, if you already have a Chase Ink card and you bank there, then ask for another Chase business card too, i.e. get another card with them.

If your bank(s) approve your applications then wait until these new accounts report. After they report you want to ask for credit cards elsewhere. **Remember that it doesn't matter how many inquiries you have on your account so go ahead and try to get as much as you can.** Just go for cards with no annual fees and for lines of credit that have low fees and only lines of credit you will actually use after getting an initial one or two. And keep in mind there are many ways to use lines of credit.

Upgrade that secured cards from Wells Fargo to unsecured if they let you and if you decided to get that card, and remember they don't give that credit card to trusts. In fact, Wells Fargo never gives any credit to any trusts, keep that in mind. I never use Wells Fargo for example.

Lines of credit can then be built higher and higher as time goes on. For example, for a real estate investor with a line of credit they need only to write a check off that line of credit to purchase real estate, cash sale and fast. That means much deeper discounts on real estate investments and once initial fees are paid on a line of credit you don't pay again each time you use the line of credit, except the pay back of interest and principle of course.

Another important part of this level of credit building is **leasing a car** and that can be done with Ally Financial or Ford Commercial. It is better to lease a car than own one, since the bank really owns it anyway and you are only financing the time you use the car on a lease not the entire value as in a sale of a car. Leases are usually half the cost of purchasing a car. And you need great credit to lease a car.

**NOTE:** Ask a car salesman how they own their vehicles, most will say they lease it.

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## STEP 6b: Going Beyond The Material

No other credit building information goes beyond this point and most don't even come close to this level of understanding. **KEEP IN MIND THERE ARE NO LIMITS TO CORPORATE CREDIT, THE ONLY LIMIT IS YOUR MIND.**

At this point you understand, you can have all you need with this information. But how to maximize the value of this information?

When you can find others with the same information and have demonstrated the outcomes, they will show you that they have built a business with corporate credit. Now, there is even more that can be done.

For example, when you find a couple of other trustworthy business owners like yourself you can begin to do business with each other in several ways. Keep in mind that accounting information comes in two types, **actual and estimated**. Rarely are the files noted as such either way though the words **pro forma** mean estimated on accounting files. Even when accounting information is asked for in applications for credit and other places, it does not say to provide actual or estimated.

How can trustworthy business owners work together?

They can help each other with great accounts on their business credit. They could add the other business to certain credit cards with high balances as guarantors for those cards and then get great credit cards from this sharing or simply up their current lines of credit they have.

These trustworthy owners of businesses with great credit could work out contracts for services. A service could be depositing \$5,000 into each-others bank accounts every day in order to generate revenue and a good bank rating which is a hidden rating that banks use to judge a company's credit worthiness.

These trustworthy business owners could sign a multi-year contract with one another. For example, if a property management services company were to contract to provide services to a real estate investment firm for 10 years for \$10 million it could then go to a bank for a factor loan off that contract for say 10% - 15% of the contract value. That would be a line of credit for \$1 - \$1.5 million for say new equipment or anything really.

The real trick at this level is contracting with one another to further the goals of getting the highest credit limits on credit cards and lines of credit available. Make sure you are doing what is right for all business owners in their credit life cycle of the business. This is all about helping others as well as yourself.

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**HOW OVERSEAS CAR DEALERSHIPS BUY IN USA, SHIP  
OVERSEAS & SELL**

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In this eBook, we will show you how the top auto purchasers in Europe, Australia and Latin America buy vehicles online without ever being in the United States and have them shipped overseas.

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# CHAPTER 1

## FINDING A SAFE INTERNATIONAL CAR SHIPPING COMPANY

This section will show you how to verify if an [International Car Shipping](#) Company is legit. All 3 steps must be verified for each company you are seeking to do business with to reduce any risk, especially for people located in countries outside USA. If the car shipping company can pass all three steps, you are using a safe company.

### *STEP 1*

**Better Business Bureau (BBB)** – The BBB is a nationally recognized company which focuses on maintaining an ethical marketplace where buyers & sellers can trust each other. This is a very popular website which everyone in the United States knows about.

- 1) Go to the [BBB website](#)
- 2) Enter the Business Type, Name, URL or Phone under “Search For”
- 3) The City and State or Postal Code are optional
- 4) Important: Click the box for “BBB Accredited”
- 5) If the name of the company you are researching shows, this company passes the first step.
- 6) Click the listing to view its details

### *STEP 2*

**Federal Maritime Commission (FMC)** – “The Federal Maritime Commission (FMC) is an independent regulatory agency responsible for the regulation of oceanborne transportation in the foreign commerce of the U.S.” - [fmc.gov](#)

- Go to the [FMC Ocean Freight Forwarders](#) website.
- Under Search, select “Organization Name” and type in the name of the international car shipping company.
- If you see the company is there, they passed the second step.

### *STEP 3*

**Whois** – A whois search will give you the ownership information for a particular website. It usually shows the name of the company or person who owns the website AND what country they are in. This is important because if you are in a South American country and want to ship a car from USA, using a whois will show if the website is based in the USA. For instance, one of the top ranking websites in Google for the keyword phrase “International Car Shipping” doesn’t even exist in the United States. This website is based out of the UK. In this case, that UK company wouldn’t pass step three.

- Go to the [Domain Tools Whois](#) website
- Enter the website of the car shipping company

- Under the tab “Whois Record” you will see the Registrant information and where they are located.
- Under the tab “Registration” you will see the date when the website was created. Make sure the site has been around for more than a year.
- Under the tab “Server Stats” you will see what country the website’s IP Location.
- If the car shipping company’s name matches the Whois record & is located in USA, it passes step three.

It is important that all 3 steps are met. This will ensure you are working with a safe international car shipping company.

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## CHAPTER 2

### YOUR COUNTRY'S IMPORT TAX (DUTIES), PERMITS & REGULATIONS

This subject is complex since it talks about import taxes for different countries. Rather than listing information for 100 different countries, we break down the information into two parts: 1) People in the US 2) People OUTSIDE of the US. This chapter is a guide for people who are exporting a car from the US to the correct places regarding a country's import tax, permits, and vehicle import regulations. Depending on the country and its trade agreement with the United States, import taxes can make importing a car virtually impossible. Meanwhile, other countries have free trade. Generally the import tax is going to be based off the value of the car using the [Kelly Blue Book \(KBB\)](#).

- People in the US – Many people who live in the US are sending a car to their loved ones residing in another country. Since regulations vary greatly per country, it is best to contact the country's embassy. Most are located in Washington, DC.

Example: A son living in the US wants to [ship a car to Germany](#). His parents live in Munich, Germany. This son would call the German Embassy (German Consulate) located in Washington, DC. As funny as it may seem, this is not to be confused with calling the US Embassy.

- People OUTSIDE the US – Many people in foreign countries buy cars from the internet on websites like eBay Motors. Some people buy classic cars while others buy brand new cars. Some countries refer the phrase “import tax” as “import duties”. Either way, no country will import a car duty free. Here is how you find out what government website to call.

We will use Germany as an example. This will work for your country as well. We want to filter the results in Google to display German government websites only.

Type into Google: germany import duty inurl:.gov

Make sure there are no spaces between inurl.gov. By doing this search using the inurl:.gov, we are telling Google to display URLs with .gov only. To be more specific, we are telling Google to search for “germany import duty” for websites that have .gov in the URL. This is illustrated below. Most of the people you talk to from these websites will be able to guide you to the correct department.

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Germany Example:

The screenshot shows a Google search interface with the query "germany import duty inurl:.gov" in the search bar. The search results are as follows:

- Trade Regulations and Standards -- U.S. Commercial Service Germany**  
The German customs authorities collect both customs duty and Import Turnover Tax. It is important, however, to collect and present all invoices as originals ...  
www.buyusa.gov/germany/en/trade\_regulations.html - Cached - Similar
- TTBGov Germany**  
Such import licenses are issued in Germany by the Bundesanstalt für ... After paying the value added tax (VAT) and any other applicable excise duty, ...  
www.ttb.gov/td/germany.shtml - Cached - Similar
- A guide for international post users - HM Revenue & Customs**  
2.3 What are the limits for customs duty and import VAT? ..... Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, ...  
customs.hmrc.gov.uk/.../channelsPortalWebApp.portal?...pageimport... - Cached
- GERMANY - Office of Technology and Electronic Commerce**  
Inquiries concerning details of duties for specific products should be addressed to the German customs authorities nearest to the importer. ...  
web.ita.dot.gov/ITL/.../54fb9d6e25e3962385256d2b004c395?... - Cached
- HM Revenue and Customs forms required to register an imported ...**  
For further advice on import duty and tax contact HM Revenue and Customs Advice Service on 0845 010 9900 or visit the website on the link below. ...  
www.direct.gov.uk/.../ImportingAndExportingAVehicle/DG\_10014606 - Cached - Similar

Below the search results, the large letters "LDK" are visible in a light gray font.

Here is another example, but for Nigeria:

The screenshot shows a Google search interface with the query "nigeria import tax inurl:.gov.ng" in the search bar. The search results are as follows:

- Import Prohibition List - Nigeria Customs Administration**  
African print [Printed Fabrics] e.g. Nigeria wax, Hollandaise, English Wax, Ankara and similar ... Goods: The Importation of which is Absolutely Prohibited ...  
www.customs.gov.ng/ProhibitionList/import.php - Cached - Similar
- Nigeria Customs Administration**  
As temporary visitors you may bring your own private motor vehicle into ...  
www.customs.gov.ng/.../passengers\_concessions.php - Cached - Similar
- Nigeria Customs Administration**  
The Nigeria Customs Service will determine acceptable guarantee Bond issued ...  
www.customs.gov.ng/Guidelines/Industrial.../index.php - Cached - Similar

On the left side of the search results, there is a "Chula Vista, CA" location suggestion with a "Change location" link below it.

This example uses Australia:



The screenshot shows a Google search interface. The search bar contains the query "australia import tax inurl:.gov.au" and is highlighted with a yellow box. Below the search bar, it indicates "About 73,700 results (0.41 seconds)". On the left side, there are navigation options: "Everything", "Images", "Videos", "News", "Shopping", and "More". Below these is "Chula Vista, CA" with a "Change location" link, and a "Show search tools" link. The search results are listed on the right. The first result is titled "Importing Goods to Australia - australia.gov.au" and includes a snippet: "Australian Customs and Border Protection Service page with information for Australian consumers importing goods by post. Includes methods of paying customs ...". The second result is titled "Import - australia.gov.au" and includes a snippet: "If you import goods into Australia, you need to be aware of customs and duty ...". The third result is a PDF titled "Importing Goods By Post - FAQ" with a snippet: "where applicable, Wine Equalisation Tax) to produce the value of the taxable importation (VoTI). The Customs value is equivalent to the Australian currency ...". The fourth result is titled "importing a motor vehicle" and includes a snippet: "Mar 22, 2011 ... Pay customs duty, Goods and Services Tax (GST) and luxury ...".



## CHAPTER 3

### FINDING A CAR ONLINE

Before starting our search, it is important to protect yourself from unscrupulous sellers. A car fax is used to show the background of a particular vehicle. It is very similar to doing a background check on a person. A CarFax will show you Title Problems, Ownership History, Accidents and Car Service. Go to the [CarFax](#) website to find more. Here is a [sample CarFax report](#).

Many online dealerships already have a CarFax available for a vehicle. Make sure to ask them for it. If they don't, then you have to get the VIN# for the car you are interested in buying.

#### **Craigslist.org**

Craigslist is in the top 10 websites for the United States. You can probably get a smoking deal here. Many people who own cars post them on Craigslist. Sometimes it's a little old lady getting rid of a car. Other times it's a college graduate who bought a new car & needs to sell the old one.

#### Pros:

- It has the best deals.
- Search by "For Sale by Owner". This is usually where you can get the best deals.
- Search by "For Sale by Dealer"
- Search by both "Owner + Dealer"
- There may be some desperate private sellers who need to sell their cars at any cost. These people will give you smoking deals because many don't know the real value of their car.

#### Cons:

- Some scams from Nigerian people asking for Western Union Payment.
- They are not expert car sellers.
- Not enough pictures, but you can have them email more.
- Many "For Sale by Owners" do not include their phone number, so you will have to email.

How to use Craigslist:

Many people filter the Craigslist results. This will save time for people who do not want to see certain results. For example, a person wants a 2005 Honda Civic and needs to [ship a car to Saudi Arabia](#), but cannot import a salvage title vehicle. This person would filter the results to eliminate all ads that have a salvage title by typing a minus sign before salvage, like this: -salvage. This would also apply if someone is [shipping a car to UK](#). It is illustrated below:

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san diego craigslist > [all for sale / wanted](#)

[all san diego](#) [city of san diego](#) [north SD county](#) [east SD county](#) [south SD county](#)

for sale / wanted

search for:  in:   title only  entire post  
price:    has image

Type in the minus sign before a word to filter results.  
In this case, the word salvage will not be in any ads.

sort by **most recent** [best match](#) [low price](#) [high price](#)

Found: 80 Displaying: 1 - 80

May 27 - [2005 Honda Civic Sdn 4dr Car VP \(only 50640 miles\) - \(San Diego\) cars & trucks - by dealer](#) [img](#)

May 27 - [2005 Honda Civic Sdn - \\$12995 \(San Diego, CA\) cars & trucks - by dealer](#) [img](#)

May 27 - [2005 HONDA Civic EX Coupe 2D - \\$10995 \(Fullerton\) cars & trucks - by dealer](#) [img](#)

May 27 - [2005 NISSAN MURANO S~VERY RARE PEARL WHITE!~CLEAN TTITLE!~LOW MILES!~ -](#)

## eBay Motors

Ship Overseas, Inc has many customers who are international car buyers. These customers buy through eBay Motors and have us ship their cars overseas.

*This secret strategy alone can make someone wealthy.*

There is a testimonial on Ship Overseas home page by Fred Poelsma. He built a dealership in the Netherlands buying classic cars in the US through eBay Motors. After every purchase, we pick up his classic cars from places he has never heard of. Once he receives the classic car in the Netherlands, he sells them. He doesn't even need to repair them. Fred Poelsma is always [shipping a car to Netherlands](#).

[eBay Motors](#) is a very popular & safe website to use. There are many more pros than cons.

Pros:

- Shows the Kelly Blue Book value right on the results page
- Shows the feedback left from previous buyers for each seller
- Shows a lot of pictures of the vehicle
- Easy to communicate with
- Free AutoCheck for many cars. This is very similar to a CarFax.
- Search by “For Sale by Owner”
- Search by “For Sale by Dealer”

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Cons:

- Most sellers can't quote international car shipping rates
- Payment must be made in full.
- Immediate payment is sometimes required by sellers to make sure an item is paid for before they ship it.

Here is a quick tip when searching for cars on eBay Motors. Use the minus sign before a word to filter it out (like the example in Craigslist). If you want to see results for a 2005 Honda Civic without a salvage title, type: 2005 Honda Civic -salvage. An example is illustrated below.

The screenshot shows the eBay Motors search interface. At the top, there are tabs for 'Vehicles for Sale', 'Specs & Photos', 'Price Research', and '13 Reviews' with a 5/5 rating. A search bar contains the text '2005 honda civic -salvage'. A yellow callout box with a red arrow pointing to the search bar contains the text: 'Filter results the same way as Craigslist. In this case, the results will not display any ads with the word salvage.' Below the search bar, there are related search suggestions and a 'Search' button. The main content area shows '16 matches found for: 2005 honda civic -salvage, 2005, Honda, Civic'. On the left, there is a 'Cars & Trucks Finder' sidebar with filters for Make (Honda), Model (Civic), Model Year (2005), and Distance (Any miles of 92118). Below the sidebar is a 'Refine search' section with 'For Sale By' options: Dealer (11) and Private Seller (5). The main results area features a 'Find Local Vehicles' section, a 'GET A \$70 REBATE' banner for Michelin tires, and a table of featured items. The table has columns for 'Year', 'Mileage', and 'Location'. Two items are visible: a 2005 Honda Civic Special Edition No Reserve Nice Gas Saver with 138,125 miles from Plant City, FL, and a 2005 Honda Civic EX Special E Florida One Owner New Car Trade with 85,208 miles from Bonita Springs, FL.

	Year	Mileage	Location
	2005	138,125	Plant City, FL
	2005	85,208	Bonita Springs, FL

## **Recommended Online Car Dealerships**

At Ship Overseas, we have many car dealerships that have us ship cars overseas to their customers abroad. Many of them have been using our service for years.

Pros:

Lots of pictures

Professional and reliable service

Works with international car buyers

Open on Weekends

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Cons:

- Less of a selection (except for Enterprise Car Sales & CarMax)

Here are some of the companies who we recommend:

- Streetside Classics, a [Classic Car Dealership](#) with 2 large showrooms
- St. Louis Car Museum, an [Online Vintage Car Dealership](#). They sell many high end vintage cars going back to 1911.
- Thiel Motors is an [online car dealership](#) selling many types of cars.
- [Enterprise Car Sales](#) (owned by Enterprise Rent a Car) sells used car dealership. They have fixed pricing on all their cars.
- [CarMax](#) sells new and used cars. They are huge, but normally sell to people in person.

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## CHAPTER 4

### ARRANGING PAYMENT FOR THE CAR

PayPal - Many car sellers will accept payment in multiple ways. One very safe way to make payment is through PayPal. If you are buying a car through Craigslist, use this payment method. PayPal will protect the buyer because the seller of the car must provide the Original Title of Ownership. If the seller cannot produce this, a case can be opened and PayPal will give the buyer back ALL the money.

Bank Transfer - Bank transfer is also a safe way to make a payment, but only to a reputable online car dealership. Get a copy of their business license. Only transfer money if the name of the company on the business license matches the name on the bank account.

Escrow Company - Another form of payment can be made through an escrow company. Using an escrow company will cost more because they charge fees. Most sellers are not going to want to exercise this option because the car has to be sent first without them receiving payment.

No financing is offered for international car buyers.

*International buyers do not have to pay any sales tax in the United States!*

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## CHAPTER 5

### INTERNATIONAL CAR SHIPPING RATE FACTORS

There are many factors to consider when getting [international car shipping rates](#). For the optional services, a person must decide if these additional costs will save them money later on.

**Year, Make and Model** – The cost of shipping will depend on the type of car. Generally the larger the vehicle is, the higher the cost. A car with a higher value, like an exotic car, will also cost more to ship. The miles on the car don't matter.

**Transport Truck (optional service)** – A transport truck can be used to get a car from anywhere in the United States to one of the major shipping ports departing for your country. If you are nearby one of the shipping docks, you can save the cost of getting a transport truck by taking the car yourself.

Many people are far from the shipping ports or are in other countries. In this case, a car transporter would be the solution for getting a car to the departure port of choice. Here are a few things to consider if you are taking the car yourself: Gas, Time, Loss of Pay, Airfare, Hotel, Food, Miles on your car. These costs are usually more than getting a transport truck to deliver your car. Paying for the transport truck may be an upfront cost, but in the end it should save many people money.

**Distance to Destination Country** – When a professional buyer purchases a car over the internet, they normally try to buy in an area closer to the destination country. This only applies if time is a factor. If you are not in a rush to ship your car overseas from the US, then it doesn't matter if you are shipping from the East Coast or West Coast.

Some countries, like South Africa and Switzerland are landlocked. People from the surrounding countries would pick up their car at the arrival port and drive it back to the destination county. This eliminates the cost of having it put on a container and trucking it back.

**Marine Insurance (optional service)** – While marine insurance is not required, it is highly recommended especially for luxury and exotic cars. All cars will be blocked and braced before shipping occurs, but there will be movement while out to sea. If there are large swells in the ocean, the car is subject to higher risk of damage. Most likely there won't be any damages to the car, but if you want peace of mind, we highly recommend getting marine insurance.

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## CHAPTER 6

### ARRANGING PAYMENT TO THE INTERNATIONAL CAR SHIPPING COMPANY

There are four ways to pay an [international car shipping company](#). Make sure all 3 steps in Chapter 1 are met before making payment. If they are met, all four payment methods are viable. To further reduce risk, make sure the name of the company the one you are cutting the payment to.

**Credit Card** - This is the safest method of payment. A professional car shipping company will run an authorization on your credit card to see 'if' the funds are available. Once the booking number is confirmed, the car shipping company will charge your credit card.

**PayPal** - PayPal is a 3<sup>rd</sup> party credit card processing company. They will not give the shipping company any financial information. The car shipping company would send an invoice to the owner which would have to be paid. The entire payment is upfront. You will be supplied with a booking number after.

**Bank Transfer** - When making payment using a bank transfer, all funds are paid upfront. To better protect yourself, make sure the name of the company is on the bank account you are depositing to.

**Western Union** – This form of payment is used by many people who are in 3<sup>rd</sup> world countries. All money has to be paid upfront. If one chooses to use this payment method, make sure to cut the Western Union Money Order to the name of the company and not to a person.

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## CHAPTER 7

### TITLE OF OWNERSHIP, BILL OF SALE, BILL OF LADING & KEYS

Once payment has been arranged, everything else is simple. If you are in the United States, this chapter is simple. However if you purchased a car over the internet through Craigslist.com, eBay Motors or one of the recommended online car dealerships, the paperwork & keys must be shipped to the car shipping company.

If the owner of the vehicle bought the car over the internet and is in a country outside the US prior to shipping the car, the Title of Ownership from the car dealer and a Bill of Sale indicating the amount will be needed. The Title of Ownership must be sent to the international car shipping company in its original form and the Bill of Sale is sent to the new owner. There can be no liens on the Title of Ownership.

After the sailing, the international car shipping company will return the original Title of Ownership via FedEx Express International mail with signature confirmation. These documents will be sent from the car shipping company to the owner or consignee. The Title of Ownership will need to be presented when the car is picked up.

The [Bill of Lading](#), which will be handled by the car shipping company, will show the names of the authorized people who can pick up the car. A copy of the Bill of Lading will be sent to the owner or consignee. The person picking up the car will have to provide valid identification. Nobody else is permitted to pick up the car except for the owner or the consignee named on the Bill of Lading.

The keys will be transported along with the car. Many car dealerships only have one copy, but if they can provide two copies, the international car shipping company can mail a set back along with the Title of Ownership.

Import taxes are normally paid at the arrival port. As each country has its own set of import tax and regulations, the amount will vary greatly. The amount of import tax should already be known from Chapter 2. Bring a little more cash just in case an unforeseen circumstance arises, especially if you are in a 3<sup>rd</sup> world country.

Storage fees will apply so it is strongly recommended to pick up the car as soon as possible.

If you need any help acquiring the paperwork from any car dealership or private seller and you want us to get involved, contact us immediately.

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## CHAPTER 9

### SELLING YOUR CAR

Once you sell your first car, repeating the full process from buying to selling will be easy. The methods outlined throughout this eBook are safe. If the car you bought is for personal use and you fail to sell it, you really have nothing to lose; just keep the car.

The methods in this eBook can make many people grow a business fast with nearly no risk. Many of our repeat customers started off buying one car and shipping it overseas. The US is still one of the largest producers and consumers of motor vehicles in the world.

*Sell your car through Google by leveraging  
Craigslist.org!*

Here are some helpful hints for selling your car. You will not need to create a website to sell your car. This tip will surely blow away your competition. If you don't believe me, write a fake ad and test it yourself to see how many phone calls you get. It is absolutely 100% free! We are going to leverage one of the largest website to get your car on Google.

- Take great pictures and record a video of the car.
- Go to YouTube and create an account & upload the video. Make sure it is public so anyone can watch the video of your car. Once the video is live, copy the URL.
- Go to Craigslist.org and create an account. You will need a valid email address and possibly go through a phone verification. This is to reduce spammers.
- After selecting your country and city in Craigslist.org, select the following: Post to Classifieds (top left hand corner), For Sale, Cars & Trucks - by owner,
- When writing the ad, fill in the areas like the image below:

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your city craigslist > for sale / wanted > cars & trucks - by owner

**Posting Title:**

**Yr, Make, Model, KM, Condition**

**Price:**

\$\$\$ **999999**

**Specific Location:**

**Your City**

**Reply to:**

Your email address

Type email address again

hide  *anonymize (your email will show as: sale-xxxxxxxx@craigslist.org)*

**Posting Description:**

Write a good description of the car here.

Put the link of the youtube video here.

Put your phone number here like this: <h1>Call 555-555-5555</h1>

Upload your four best pictures.

Add / Edit Images

ok for others to contact you about other services, products or commercial interests

Continue

Once you click the “Continue” button, you will be able to preview your ad. You may need to verify the ad in your email if you didn’t set up an account with Craigslist.

By following these simple steps, your Craigslist ad will rank in Google. If, for example, you post an ad on Craigslist in Germany, then it will show up on google.de.

In other countries, like UK and Australia, they may have a similar website like Craiglist.org.

This process can be repeated for motorcycles, heavy construction machinery and even boats!

*Happy Shipping!*

## **26 U.S. Code § 179 - Election to expense certain depreciable business assets**

### **SECTION 179 DEDCUTIONS FOR YOUR BUSINESS**

- Tax planning is the process of arranging your business affairs in a way that postpones or reduces tax expense.
- By employing effective tax planning strategies a business will have more money to reinvest in the business or distribute to its owners.
- Generally, the goals of tax planning are:
  - Reducing taxable income by deferring revenue,

- Reducing taxable income by increasing deductions
- Capitalizing on tax credits, and
- Utilizing tax attributes before they expire.

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# Tax Planning

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- For taxpayers, there isn't a one size fits all tax planning strategy because it is dependent on the business's current tax profile.
  - Tax planning often involves a tax practitioner who is engaged by the taxpayer to ensure the planning is sound and achieves the desired outcome.
  - Often tax practitioners are Attorney's, Certified Public Accountant's or Enrolled Agents.
  - Tax planning is especially important when the rate of tax is being reduced because a permanent benefit may be

recognized. This may be the case between tax years 2017 and 2018 based on current proposed tax legislation.

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# Example of Tax Planning

- Alpha Company, a C-Corporation, produces widgets and has taxable income of \$20 million as of September 31, 2017.
- Alpha Company is considering purchasing \$500,000 of machinery and equipment to expand its operations.
- In December 2017 the tax law changes and reduces the tax rate on C-Corporations from 35% to 20% in 2018.
- Assume Alpha's deduction would be \$500,000 if the machinery and equipment was placed in service in either 2017 or 2018.

- Alpha would want to place the machinery and equipment in service in 2017 since it would pay \$75,000 less of tax due to the 15% difference in the tax rate.

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# Internal Revenue Code

## Section 179

- Section 179 provides that a business may elect to deduct rather than capitalize and depreciate the cost of qualifying property placed in service during the taxable year.
- This tax provision encourages small businesses to make capital purchases and receive an immediate tax benefit.
- The provision was made permanent by the Protecting Americans From Tax Hikes Act of 2015 (PATH Act) and indexed for inflation.

- The election to use section 179 expensing is made on a timely filed Form 4562, which is included as part of the tax return for the business.

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# Who is Eligible for Section 179 Expensing?

- Businesses that have taxable income are eligible to elect to use section 179.
- This includes businesses choosing to operate as:
  - C-Corporations,
  - S-Corporations,
  - Partnerships,
  - Limited Liability Companies, and
  - Sole proprietorships.

- Please note that a business may not elect to take a section 179 deduction to create a net operating loss. The deduction is carried forward indefinitely until the entity has taxable income.

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# What Qualifies as Section 179 Property?

- New and used tangible property, which is subject to depreciation and used 50% or more in the active conduct of trade or business primarily used in the United States.
- Generally, qualifying section 179 property includes:
  - Machinery and Equipment
  - Tooling
  - Computers
  - Computer Software
  - Office Equipment

- Trucks, vans, and sport utility vehicles qualify for the section 179 expensing election.

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# Section 179 Limitations

- To ensure that the provision is used by small businesses and not large corporations section 179 provides three general limitations that must be met to receive a deduction in 2017:
  - The total section 179 deduction may not exceed \$510,000,
  - The taxpayer may not place more than \$2,030,000 of qualifying section 179 property in service during the tax year, and
  - The section 179 deduction may not exceed the taxable income of the taxpayer for all trade or businesses during the tax year.

- In addition to these general limitations there are specific limitations regarding sport utility vehicles and automobiles.

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# Section 179 SUV Limitations

- Section 179 specifically limits the expensing of sport utility vehicles to \$25,000.
- For purposes of section 179 a sport utility vehicle is defined as:
  - A vehicle primarily designed to carry passengers,
  - Which is not listed property as defined in section 280F, and
  - Has a GVWR of less than 14,000 pounds.
- Exceptions to the definition of a sport utility vehicle:
  - A vehicle designed to seat more than 9 persons behind the drivers seat,

- Trucks equipped with a 6' or longer bed, or
- Vehicles which do not have seating behind the driver's seat and has less than 30 inches protruding ahead of the leading edge of the windshield.

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# Section 179 Example 1

J's Landscaping, a C-Corporation, purchased and placed in service two Ram Trucks at a cost of \$100,000. The trucks are used 100% for business use and no other property is purchased and placed in service in 2017. J's Landscaping elects to expense the vehicles on its 2017 corporate tax return.

Prior to expensing the vehicles J's had taxable income of \$1,000,000.

What is J's taxable income and section 179  
deduction for 2017?



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# Section 179 Example 1

J's Landscaping, is allowed a \$100,000 section 179 deduction in 2017. This will reduce taxable income to \$900,000. The decrease in taxable income from \$1,000,000 to \$900,000 would represent a \$35,000 savings in cash taxes to the corporation assuming a 35% tax rate.

# Section 179 Example 2

J's Landscaping, a C-Corporation, purchased and placed in service two Ram Trucks at a cost of \$100,000. When purchasing the trucks J's traded in two trucks from its current fleet and received a \$10,000 credit on the invoice towards the purchase of the new trucks. The trucks are used 100% for business use and no other property is purchased and placed in service in 2017. Prior to expensing the vehicles J's had taxable income of \$1,000,000.

What is J's taxable income and section 179 deduction for 2017?

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# Section 179 Example 2

J's Landscaping, is allowed a \$90,000 section 179 deduction which will reduce taxable income to \$910,000 for 2017.

The cost of section 179 property does not include the basis of other property held at any time by the taxpayer. Therefore, J's would not be able to expense the portion of the new trucks that were paid for by trading in the old trucks from its fleet.

# Section 179 Example 3

J's Landscaping, a C-Corporation, purchased and placed in service two Ram Trucks at a cost of \$100,000. The trucks are used 100% for business use. J's also purchased \$2,000,000 of excavating equipment in 2017. Prior to expensing the vehicles J's had taxable income of \$3,000,000.



What is J's section 179 deduction  
for 2017?

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# Section 179 Example 3

J's Landscaping has exceeded the \$2,030,000 investment limitation of qualifying section 179 property placed in service in 2016 by \$70,000. The \$510,000 aggregate section 179 deduction must be reduced by \$70,000 and the company will only be able to expense \$440,000 of the assets placed in service in 2017.

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# What is Depreciation?

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- Depreciation is the process of recovering the cost of business or income producing property over its useful life.
- Depreciation expense is generally calculated differently for financial statement and tax purposes.
- The Internal Revenue Code provides for several different methods of calculating depreciation.

- When choosing a method of depreciation a taxpayer may elect to take the largest permissible depreciation deduction in order to minimize taxable income or may elect to minimize depreciation expense and maximize taxable income.

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# What Property is Eligible to be Depreciated?

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- Tangible or intangible property with a determinable life of one year or more used in a trade or business.
  - Examples of fixed assets eligible for depreciation and their depreciable tax lives:
    - Specialized tooling – 3 years
    - Computer software – 3 years
    - Trucks, vans, and automobiles – 5 years
    - Computer and peripheral equipment – 5 years
    - Machinery & equipment – 7 years

- Leasehold and land improvements – 15 years
- Commercial Buildings – 39.5 years

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# When Does Depreciation Begin?

- Assets may only be depreciated once they are placed in service.
- The term placed in service means that the property is in a condition or state of readiness and available for a specifically assigned function.

# How is Property Depreciated?

- Property is depreciated using the Modified Adjusted Depreciation System (MACRS).
- For tax years 2017 through 2020 additional first year expensing may be elected on qualifying new property purchases by the business entity on a timely filed Form 4562.
- This provision is commonly referred to as bonus depreciation and the applicable percentages are as follows:
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■ 2017 – 50%

■ 2018 – 40%

2019 – 30%

2020 – 0%

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# How is Property Depreciated?

- After bonus depreciation is taken MACRS depreciation tables are used to determine the proper amount of regular tax depreciation.
- The MACRS table provides the applicable percentage that is applied to the adjusted basis of the asset (cost of the asset less – bonus depreciation taken).

Table A-1. 3-, 5-, 7-, 10-, 15-, and 20-Year Property Half-Year Convention

Year	Depreciation rate for recovery period					
	3-year	5-year	7-year	10-year	15-year	20-year
1	33.33%	20.00%	14.29%	10.00%	5.00%	3.750%
2	44.45	32.00	24.49	18.00	9.50	7.219
3	14.81	19.20	17.49	14.40	8.55	6.677
4	7.41	11.52	12.49	11.52	7.70	6.177
5		11.52	8.93	9.22	6.93	5.713
6		5.76	8.92	7.37	6.23	5.285
7			8.93	6.55	5.90	4.888
8			4.46	6.55	5.90	4.522
9				6.56	5.91	4.462
10				6.55	5.90	4.461
11				3.28	5.91	4.462

# Depreciation Example 1

J's Landscaping, a C-Corporation, purchased and placed in service two Ram Trucks at a cost of \$100,000. The trucks are used 100% for business use and no other property is purchased and placed in service in 2017.

What is J's depreciation deduction and taxable income for 2017?

# Depreciation Example 1

J's Landscaping, is allowed a \$60,000 depreciation deduction. This will reduce taxable income to \$940,000 and reduce the tax owed by \$21,000 assuming a 35% tax rate.

# Section 179 Expensing vs Depreciating - Example 1

To put the benefit of section 179 in perspective let's determine the additional cash tax benefit J's received in 2017 by electing to expense rather than depreciating the trucks.

	Section 179 Exp.	Depreciation
Net Income	1,000,000	1,000,000
Sec 179 or Depr.	(100,000)	(60,000)
Taxable Income	900,000	940,000
Tax Rate	35%	35%

Tax Expense

315,000

329,000

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# Conclusion and Takeaways

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- Section 179 may provide profitable small businesses an opportunity to acquiring vehicles or equipment to maintain or expand their business and reduce the business's current year tax liability.
  - Keep in mind that there are limitations when taking a section 179 deduction.

- Business must have taxable income or the section 179 deduction is carried forward to future years.
- \$510,000 maximum deduction.
- \$2,030,000 section 179 spending cap on qualifying purchases.

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# Retail Incentives/Discounts



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**\$500 CASH ALLOWANCE** towards a purchase or lease

# Questions?



# Disclaimer

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