



"For What It's Worth"™

A DAY IN COURT

So you take your collector car in to have your exhaust replaced. Parts must be ordered and there is a delay in completing the work. After six weeks, when the work has still not been completed, you tell the shop that you are coming to pick up your car.

When you arrive at the shop a few days later, you are devastated to discover that your car was sold to pay a mechanic's lien that was placed on the vehicle for non-payment of the bill. The mechanic's lien was less than \$1,000. The car was sold for \$20,000.

You are forced to retain an attorney. Now it gets complicated. The car is gone; you have a title, a couple of photos from 12 feet away but no other documentation and no car to inspect. The lawyer hires an expert appraiser to establish the value of your car when it was sold by the shop. You do not have a bill of sale proving your investment in the car. You do have a title which indicates the tax paid at time of purchase. This helps to establish the purchase price as it was reported to DMV when the title was issued, which in this case was \$38,000.

It's time for your day in court and your AAG expert has reviewed the documentation and is ready to support its findings. The title also indicates that in 2006, this 1972 muscle car had an odometer reading of 95,000. Using AAG's extensive database of comparable vehicles, an average value for this vehicle is established as \$42,000 at the date of loss. However, had a certified appraisal been completed prior to this event, allowing for the condition and correctness of the car to be documented, it would likely have been appraised at \$58,000 to \$65,000.

My point is that a \$350 investment in a certified appraisal by AAG could have saved thousands of dollars spent in additional court fees. Don't wait until your car is in crisis. Document your auto before something happens!

Happy Motoring!
Larry Batton

Fall Car Show Recap

- Fall Carlisle—October 2-6
⇒ Beautiful weather, good crowds and enthusiastic hobbyists. Looking forward to the Carlisle Events sponsored Zephyrhills Show in Florida Nov. 14-17 Expect easier registration with no up-front fees at the collector car auction.
- AACA Fall Meet—Hershey, October 9-12
⇒ Very wet start but finished strong. After rain all week it cleared up in time for the judging on Saturday.

AAG Continues to Grow its Group of Certified Agents



Founder Larry Batton and Trainer John Delaney, congratulate AACA National Director Mike Jones after his recent AAG certification in September.

AACA's National Director, Mike Jones has considered moving into the field for some time. After the class he stated, "I was impressed with the thoroughness, volume and breadth of information included in the class binder. The fact that there were six class members of varying ages and backgrounds-all coming from a diverse geographical locale-speaks volumes. It is undeniably clear to me that AAG is the industry leader and that they far exceed what other agencies are capable of offering."

The four day class includes a review of AAG principals and standards, appraisal techniques, photographing and grading automobiles and some ideas about how to successfully build your local agency.

Are you Interested in attending an AAG Certification Class in Fort Lauderdale FL in November 2013? Submit this [agency application](#) to our office and we will be in touch to answer all your questions.

LIMITED SPACE AVAILABLE
REGISTER TODAY!