

The
CUT COST
Car Importation
Blueprint



by Shina Saseyi

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INTRODUCTION

Thanks for purchasing this report.

It is my heart desire that every word in this report will help you achieve the main reason why I wrote it in the first place which is to help you understand the simple process I use to import used cars from the US and save money doing so.

In this report, I'm going to take you through all the necessary steps that will help you succeed at this and also help you avoid wasting your time and money for years trying to figure this out on your own.

So if you're ready let's get started...

Introduction to Car Auctions

Basically, almost all the cars in Nigeria today were imported from overseas and they are two different way of buying and importing cars from overseas.

The 2 main ways have to do with:

- **Buying brand new cars:** This is not the main point of discussion here. So, I won't be talking about it.
- **Buying Used cars:** These are the cars that we refer to as Tokunbo. As at 2018, it was said that Nigerians imported cars to the tune of \$70 billions and I believe this is true because majority of the cars we use in Nigeria are used cars.

Now, here is what you need to know.

People in developed countries like the U.S usually buy brand new cars and most of these cars are fully insured.

So, when such a car gets involved in accidents, get exposed to bad weather, has scratches etc, the cars are listed out for sale by the insurance company.

The owner of the car takes the car to the insurance company.

And the insurance company collects and replaces the car with a new one and put the old cars out for sale at auction for a very cheap price.

So, people like you and I can now go to these auctions to buy these cars for very cheap. Far more than their normal cost.

That is why someone could buy a Range Rover sports 2016 for as low as \$5000 (excluding other charges)

In auctions, cars are sold at the highest price that people are ready to pay, determined through bidding.

Let me explain better with this illustration:

Let say, the auction company wants to auction out a 2005 Toyota Camry

Considering the year of the car, model and the little fault the car has, they might decide to place an auction startup price of \$500 that's (N182, 000) on it.

And whoever is interested in buying this car is regarded as the **bidder**

The bidders are expected to have checked-out the car and inspect them to see the damages and faults the cars has even before the auction starts

Once the auction starts...

The auctioneer will announce the startup price for the car to the bidders

And all the bidders will have to win the car by bidding for it.

Whoever bids the highest wins the car.

And the winner of the car is expected to pay for the car within 3days. Failure to do that will surely attract overdue payment charges fee of about \$400 to \$1000 depending on the company's rules.

And the winner is also expected to pick up his car after payment within 5days or pay \$50 everyday till he is ready to pick the car.

2 Type of Auctions

There are two ways a buyer can buy cars at auctions which are:

- **On-site live auction:** This type of auction requires the bidders to be present physically at the auction scene to inspect and bid amongst over millions of cars available for auction during the event.
- **Online live auction:** this types of auction is where the bidder will be available online to check-out and bid for cars online while the on-site live auction is going on. This is the type of auction we are interested in.

STEP 1:

Registering On Auto Auction Sites

Since this report, is designed to help you master the process of importing high quality cars from the US at low cost, I will be talking more about the **online live auction** because it is better and more profitable as it doesn't require you as the bidder to travel all the way from Nigeria down to America.

To do this, we are going to be using online auto auction companies.

These are companies that allows you to check through all the cars available for auctions, inspect the car online, bid for it, pay for the car online (if you win it), Pay for it to be shipped down to your country and have it cleared in your country.

There are two auction companies that I strongly recommend.

I have been importing from these companies for the past 6 years and they are very reliable.

The two companies are:

IAAI and **COPART**.

The website for IAAI is www.iaai.com

The website for Copart is www.copart.com

These two companies allow you to bid for cars online on their website directly from the comfort of your home.

I use IAAI often.

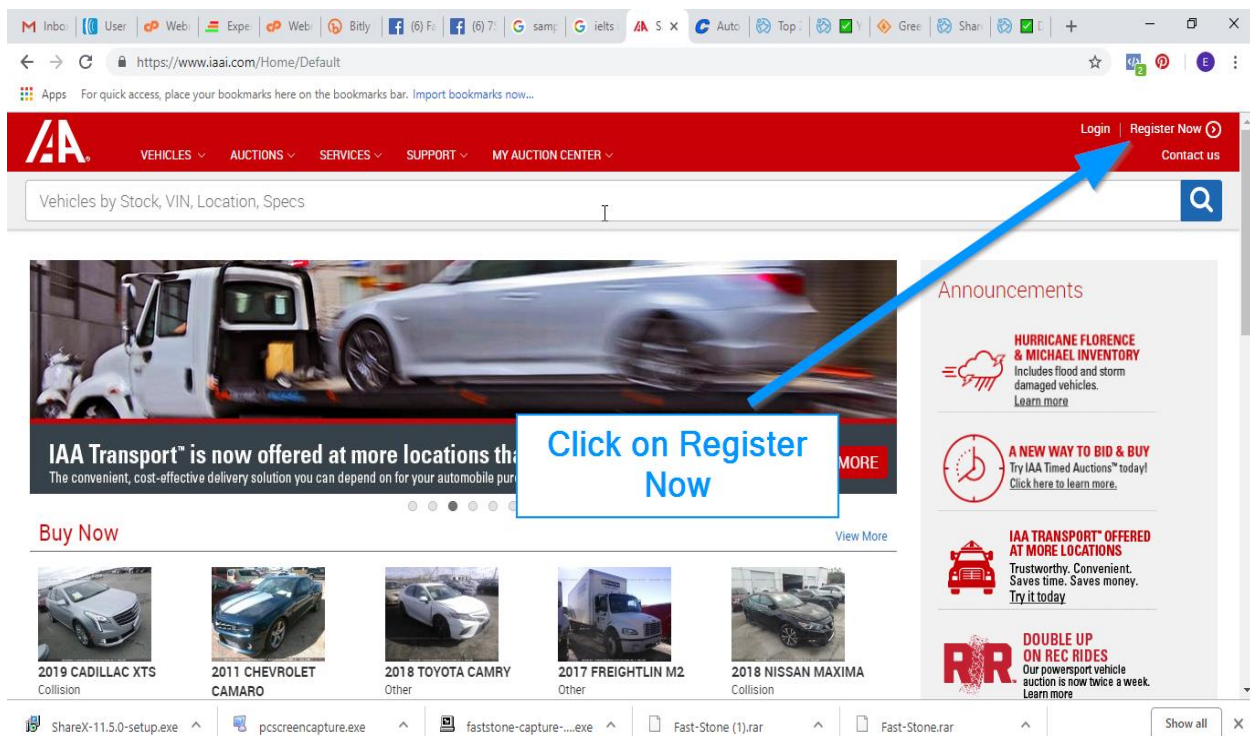
So, I will be using IAAI to illustrate but the processes are the same with Copart as well.

How to Register on IAAI

Step 1: You need to register an account with the company before you can bid or buy cars listed for auction.

Here is how to register on IAAI:

Go to www.iaai.com



Step 2: Select the type of account you want to register.

Note: There are 3 types of accounts you can register on www.iaai.com

- **Free Account:** you will have access to view cars and attend the online live auctions, but you won't be able to bid for cars or even buy cars.
- **Public Account:** this type of account requires you to pay \$200 annual fee and it gives you access to view cars, attend live auctions, access to public auctions, bid online, on site and via proxy and buy instantly via "I-BUY FAST"
- **Licensed Business Account:** this type of account requires you to pay \$200 annual fee, gives you privileges of a public account, access to all auctions where your license permits you to bid and add bidders to your account.

But you must provide a proof of business license like a business name registration or company registration certificate from the CAC to open this type of account.

Note: You'll need to create a FREE account first before you upgrade to either a public account or a licensed business account.

Step 3: Fill in your details and confirm that you're not a robot. And click on create account.

FREE ACCOUNT

- ✓ Browse and search our nationwide inventory.
- ✓ Add vehicles to your Watch List.
- ✓ Attend auctions online via I-bid LIVE™.
- ✓ Manage email alerts and preferences.

Register for a Free Account **1**

FIRST NAME * Emmanuel

LAST NAME * Adiotu

LOGIN EMAIL * Emmanueladiotu@gmail.com

CONFIRM LOGIN EMAIL * Emmanueladiotu@gmail.com

Email will be your login ID.

By clicking "Create Account," you accept IAA's Terms of Use.

☐ I'm not a robot

Create Account

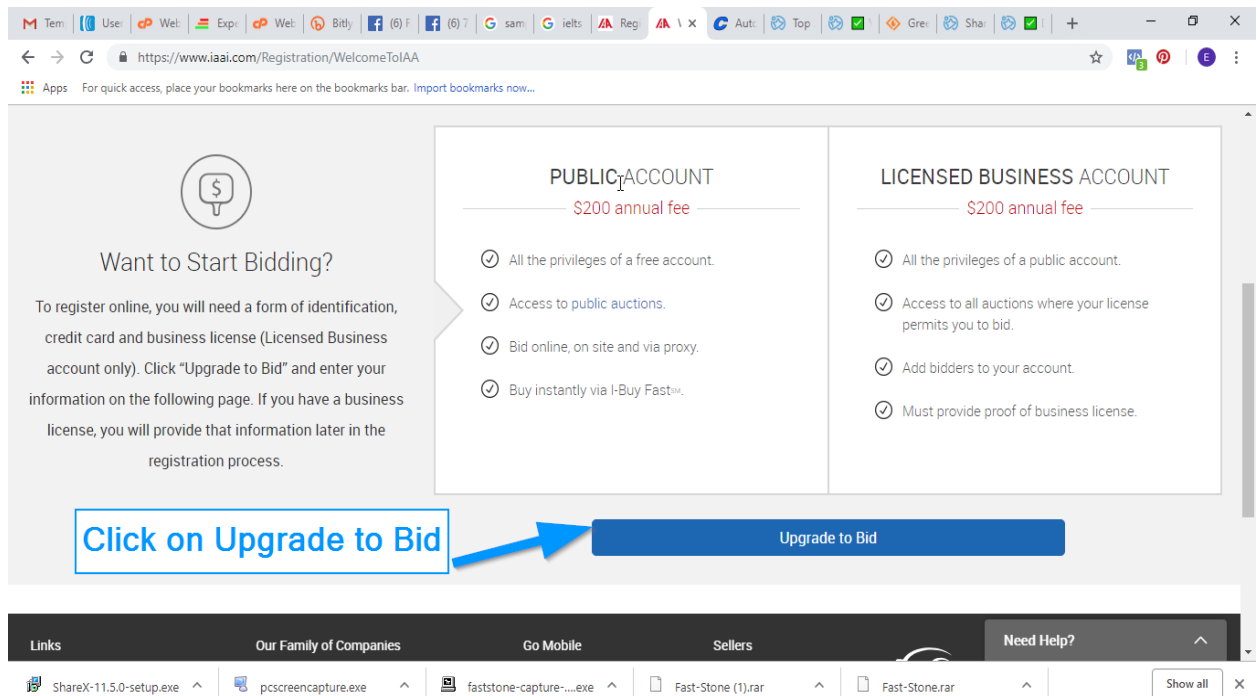
Enter your details and check "I'm not a robot"

PUBLIC ACCOUNT
\$200 annual fee

LICENSED BUSINESS ACCOUNT
\$2 Need Help?

NOTE: a temporary password will be sent to your email

Step 4: Click on upgrade to bid



Step 5: Fill in your details and click on “Save and continue”

Step 6: The details provided determines whether you will be given access to a public account or a business licensed account. Whichever way, you can always upgrade to a business license account.

The screenshot shows the IAAI website's registration process. The main heading is "You Now Qualify for a Public Account". Below this, text explains that users qualify for a Public Account and can upgrade to a Licensed Business Account. A table lists the number of vehicles available per state. Two buttons are present: "Upgrade to Licensed Business Account" and "Confirm Public Account and Review Information". A sidebar on the right details the benefits of both account types, both with a \$200 annual fee. A "Need Help?" button is at the bottom right.

You Now Qualify for a Public Account

With the information already provided, you qualify for a Public Account. If you have a business license, you can apply to access more inventory and more locations by clicking "Upgrade to Licensed Business Account" below.

Otherwise, click "Confirm Public Account and Review Information" to proceed as a Public Buyer.

Number of Vehicles Available to Public Accounts per State				
Alaska (152)	Idaho (67)	Michigan (656)	Ohio (1527)	Wisconsin (5)
Arizona (1483)	Indiana (497)	Minnesota (251)	Oklahoma (202)	
Arkansas (268)	Iowa (607)	Montana (161)	Oregon (769)	
California (1)	Kansas (544)	Nebraska (533)	Utah (138)	
Georgia (531)	Kentucky (392)	North Carolina (936)	Washington (1079)	
Hawaii (193)	Maryland (0)	North Dakota (184)	West Virginia (394)	

[Upgrade to Licensed Business Account](#) [Confirm Public Account and Review Information](#)

PUBLIC ACCOUNT
\$200 annual fee

- ✓ All the privileges of a free account.
- ✓ Access to public auctions.
- ✓ Bid online, on site and via proxy.
- ✓ Buy instantly via I-Buy Fast™.

LICENSED BUSINESS ACCOUNT
\$200 annual fee

- ✓ All the privileges of a public account.
- ✓ Access to all auctions where your

[Need Help?](#)

Step 7: Review, edit and Confirm your account.

Review

Please review your information and verify it is correct.

About You

Identification

Name: Emmanuel Adiotu

Date of Birth: April 19, 1995

Driver's License Number: LSD24567AA01

Expiration Date: December 18, 2018

Country: Nigeria

Address

Country: Nigeria

Address: No 13 Shosanya street, Onipan, Lagos

City: Mushin

Postal Code: 10001

Phone: 812-565-2166

☐ By checking this box, I have read and agree to be bound by the Auction Rules and Privacy Policy.

[Back](#)

[Edit](#)

[Confirm Public Account](#)

[Need Help?](#)

Step 8: Check the agreement box and click on continue

Check the box and click on continue

Please read the Electronic Record and signature Disclosure.

☒ I agree to use electronic records and signatures.

[CONTINUE](#) [OTHER ACTIONS](#)

DocuSign Envelope ID: 408B856E-365F-4306-B5CC-0AE7F15E2984

ROUTED EXPORT AGREEMENT

Emmanuel Adiotu

I, _____, (undersigned) hereby agree to the following conditions concerning the export of vehicles acquired from Insurance Auto Auctions, Inc. ("IAA") auction facilities. Unless expressly agreed to otherwise in writing with respect to a particular vehicle purchase, any and all export transactions involving such purchases shall be "routed export transactions," in which the undersigned is acting as the Foreign Principal Party in Interest ("FPPI"). As the FPPI, the undersigned will authorize a U.S. forwarding agent to facilitate the export of such vehicles from the United States and prepare and file any required Electronic Export Information ("EEI"). IAA shall release the vehicles purchased by the undersigned FPPI through the IAA auction facilities to the FPPI's U.S. Forwarding Agent in the United States.

The undersigned FPPI agrees that neither IAA nor the providers who sell vehicles through the IAA auction facilities will be the exporter under the Export Administration Regulations ("EAR") in such routed export transactions. The FPPI also acknowledges that vehicles purchased through the IAA auction facilities could, potentially, be subject to export licensing requirements. By signing this letter, the FPPI agrees to undertake, with respect to vehicles purchased through the IAA auction facilities, the following responsibilities: (1) to determine any applicable export license requirements; (2) to obtain any required export license and/or any other

[Need Help?](#)

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Step 9: Click on start to sign the “routed export agreement”

The screenshot shows a web browser window with the URL <https://www.iaai.com/Registration/RoutedExportAgreement>. The page title is "ROUTED EXPORT AGREEMENT". A yellow button labeled "START" is on the left side of the document. A blue box with the text "click on start to sign the document" and an arrow points to the "START" button. The document text includes the IAA logo, the title "ROUTED EXPORT AGREEMENT", and the following text:

I, Emmanuel Adiotu, (undersigned) hereby agree to the following conditions concerning the export of vehicles acquired from Insurance Auto Auctions, Inc. ("IAA") auction facilities. Unless expressly agreed to otherwise in writing with respect to a particular vehicle purchase, any and all export transactions involving such purchases shall be "routed export transactions," in which the undersigned is acting as the Foreign Principal Party in Interest ("FPPI"). As the FPPI, the undersigned will authorize a U.S. forwarding agent to facilitate the export of such vehicles from the United States and prepare and file any required Electronic Export Information ("EEI"). IAA shall release the vehicles purchased by the undersigned FPPI through the IAA auction facilities to the FPPI's U.S. Forwarding Agent in the United States.

The undersigned FPPI agrees that neither IAA nor the providers who sell vehicles through the IAA auction facilities will be the exporter under the Export Administration Regulations ("EAR") in such routed export transactions. The FPPI also acknowledges that vehicles purchased through the IAA auction facilities could, potentially, be subject to export licensing requirements. By signing this letter, the FPPI agrees to undertake, with respect to vehicles purchased through the IAA auction facilities, the following responsibilities: (1) to determine any applicable export license requirements; (2) to obtain any required export license and/or any other required export authorization; (3) to carry out any customs formalities for the export of the vehicles; and (4) to authorize the U.S. Forwarding Agent, who will be the exporter for EAR purposes, to act on behalf of the FPPI in connection with the

At the bottom right, there is a "Need Help?" link.

Step 10: Click on the sign Icon

The screenshot shows the same web browser window as Step 9, but now the document is partially filled out. A yellow button labeled "SIGN" is on the left side of the document. A blue box with the text "Click on sign" and an arrow points to the "SIGN" button. The document text includes the IAA logo, the title "ROUTED EXPORT AGREEMENT", and the following text:

FPPI agrees to undertake, with respect to vehicles purchased through the IAA auction facilities, the following responsibilities: (1) to determine any applicable export license requirements; (2) to obtain any required export license and/or any other required export authorization; (3) to carry out any customs formalities for the export of the vehicles; and (4) to authorize the U.S. Forwarding Agent, who will be the exporter for EAR purposes, to act on behalf of the FPPI in connection with the exportation of such vehicles and to prepare and file the EEI and any required export license applications.

ACKNOWLEDGED AND AGREED:

(TYPE FPPI NAME)
Emmanuel Adiotu

By: Emmanueladiotu@gmail.com (Print Name of Registered Owner) 12/7/2018 (Signature of Registered Owner)

(IAA Buyer No.) Nigeria (Country) (Date)

Please have the registered owner of your company sign this letter to indicate the FPPI's acknowledgment of and agreement to the above terms, and return a signed copy of this agreement to the IAA contact below. Future releases of IAA vehicles purchased by the FPPI to the FPPI's U.S. Forwarding Agent are contingent upon receipt of this signed agreement.

Please email or fax completed and signed form to Buyer Services.
Insurance Auto Auctions | ATTN: Buyer Services | Two Westbrook Corporate Center Suite 500 | Westchester, IL 60154
E-mail: coercive@iaai.com | Fax: 630-382-5628

05.01.2015

Powered by DocuSign

Change Language - English (US)

Need Help?

Step 11: Draw your signature and click on Adopt and sign

The screenshot shows a web browser window with the URL <https://www.iaai.com/Registration/RoutedExportAgreement>. A modal titled "Adopt Your Signature" is open. It contains the following elements:

- A header: "Select the sign field to create and add your signature."
- A sub-header: "Adopt Your Signature".
- Text: "Confirm your name, initials, and signature."
- A note: "* Required".
- Form fields: "Full Name*" with the value "Emmanuel Adiotu" and "Initials*" with the value "EA".
- Buttons: "SELECT STYLE" and "DRAW".
- A "PREVIEW" section showing a sample signature "Emmanuel Adiotu" and initials "EA" with a DocuSigned ID "F934C230A54845B...".
- A "Change Style" link.
- A disclaimer: "By selecting Adopt and Sign, I agree that the signature and initials will be the electronic representation of my signature and initials for all purposes when I (or my agent) use them on documents, including legally binding contracts - just the same as a pen-and-paper signature or initial."
- Buttons: "ADOPT AND SIGN" and "CANCEL".
- A "Need Help?" link at the bottom right.

A blue box with the text "click here to draw your signature" and an arrow points to the "DRAW" button.

Step 12: Click on finish

The screenshot shows the "RoutedExportAgreement" page in the IAAI registration system. The page contains the following information:

- Header: "RoutedExportAgreement".
- Text: "By: (Print Name of Registered Owner) Emmanuel Adiotu (Signature of Registered Owner) 12/7/2018".
- Text: "Emmanuel.adiotu@gmail.com".
- Text: "Nigeria (Country)".
- Text: "(IAA Buyer No.)" and "(Date)".
- Text: "Please have the registered owner of your company sign this letter to indicate the FPPI's acknowledgment of and agreement to the above terms, and return a signed copy of this agreement to the IAA contact below. Future releases of IAA vehicles purchased by the FPPI to the FPPI's U.S. Forwarding Agent are contingent upon receipt of this signed agreement."
- Text: "Please email or fax completed and signed form to Buyer Services."
- Text: "Insurance Auto Auctions | ATTN: Buyer Services | Two Woodbrook Corporate Center Suite 500 | Westchester, IL 60154".
- Text: "E-mail: buyer@iaai.com | Fax: 630-382-5628".
- Text: "05.01.2015".
- Text: "1 of 1".
- Buttons: "FINISH" and "Need Help?".

A blue arrow points to the "FINISH" button.

Step 13: This is the final step here. Simply fill in your master card details to make your annual fee payment. You can use any of the Mastercard ATM cards that can be gotten from GTBank, Firstbank, Access, IBTC etc

***Note:** the process of registering on copart.com is also similar to that of the iaai.com*

Now that you have registered, let's talk about how you can search for cars on IAAI.

STEP 2:

Searching For the Car You Want

Now that you are registered on IAAI or Copart, the next step is to search for the car you want.

You can get any brand, model type of cars and even latest cars on these sites.

Searching for the car you want is a simple process but you also have to be patient with it.

A video on how to search on IAAI is attached to this package. Please, take a few minutes to watch it.

The best thing you can do to understand this process of searching for a car on IAAI is to just go ahead and register for a free account and play around the site.

You can search in various forms.

You can start your search by using the main search tool at the website to search for the exact specs of car you are looking for.

And you can also filter down the results using the various filters provided.

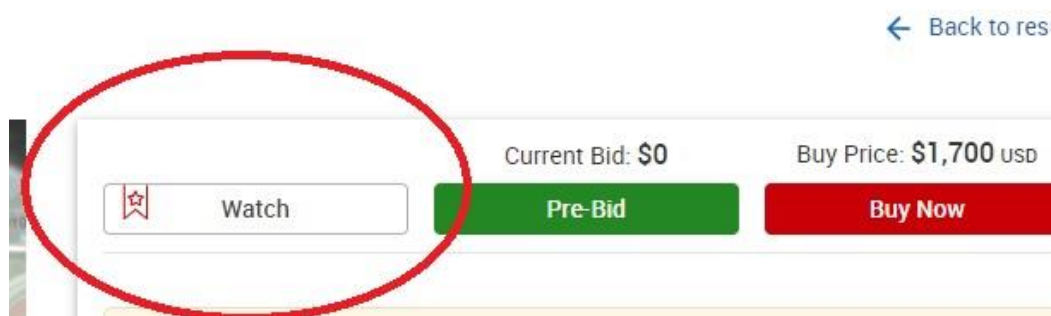
You can also search by location if you want to search for cars from a specific location. E.g. California.

The main thing here is patience.

Auto auction sites like IAAI and Copart get thousands of cars listed everyday.

So, you might need to spend some time to get what you are looking for.

But when you have seen cars that you like and would want to look at, you can put it on your watch list by clicking on the WATCH button.



All the vehicles you have added to your watch list will show up under **My Vehicles >> My Auction Center**

You can also search based on the type of car you are looking for

There are 3 types of cars listed on these auction websites.

(1) SALVAGE CARS: These are cars that have been involved in accident or have one little fault or minor scratch. These cars are usually cheaper because of this

(2) CLEAN TITLE CARS: These are cars that have never been involved in any accident.

Clean title cars are more expensive than the salvage ones because the clean title cars does not need repair but the salvage ones needs you to fix one or two things before you can get it out there.

(3) WRECK CARS: These are cars that are totally damaged beyond repair. Many people who buy this type of cars buy them, pieces the car and sell out the parts. If you need certain spare parts, you can go for these.

NOTE: You can always inspect any car you want to buy on auction before you buy the car. You can get to the auction center a day or two before the auction date to inspect any car you want to buy.

And if you're not close to the auction center you can always pay some car inspection company closer to the auction center to help you inspect the car and send you report of the car before the auction day.

This will help you budget the amount you're going to spend repairing the car even after buying the car so as to stay within your budget.

But, then you don't have to inspect all cars before you buy them because all the car conditions and fault has already been listed on the auction site for you to see. I only advise that you inspect big cars that are highly sensitive or big electronic cars.

Here Are Some Things to Lookout for When Buying Cars From Auction Sites

(1) The body of the car: It is very important to always check the body of a car before buying them. Especially, salvage cars. Check the level of damage from the front side and the back side so that you don't end up buying a car that is extensively damaged.

For instance, if you're buying a car that has extreme damage at the front side, there is possibility that the damage could have affected the car engine because if the engine is affected that means you will have to spend extra money to replace the engine or get it repaired.

And, if the car has extreme damage at the back, you have to be sure that the damage didn't affect the car chassis both front and back.

(2) The price of the car: Always have a budget for every car you want to buy.

If you're buying a very cheap salvage car always check and confirm the price needed to fix the car, the shipping and clearing cost.

Calculate all the expenses it will cost you so that you don't end up

running at lost at the end of the deal.

(3) Mileage: This depends on the size of the engine of the car you're buying. If you're buying a 4 cylinder engine car the maximum mileage you can go for should be about 150,000 mile.

Once it is over 150,000 miles it tells on the car

6 cylinders should not be more than 200,000 miles

8 cylinders should not be more than 250,000 miles

NOTE: *There are some cars with low mileage that have been badly used more than those with high mileage.*

The best way to detect and stay away from this kind of car is by taking a deep look at the body of the car and the interior of the car as well.

(4) Location: When buying your car, you should try as much as possible to buy from what I call "safe US states"

For instance, there are some states in America where you won't be allowed to buy from because you will need to provide some additional documents before you can buy from them.

For instance, Alabama requires that you provide their own dealer registration in US before you can buy cars in their state and it will be impossible to get Alabama dealership registration if you're not in the US

And some other states like:

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- Hilux
- Indiana
- California
- Ohio

And there are some states that are not advisable that you buy from because their locations are very far from the ports.

This usually results in you spending too much money on car transportation and delay in the delivery time of the car.

Also Avoid Importing From States Like:

- **Honolulu:** Their cars are very cheap but the state is very far from the port. So if you buy a car there, moving the car to the nearest port will be a big challenge and will attract more cost.
- **Arkansas** – Buying from this state is also a nightmare based on the “wahala” you will have to face before you can move your car to the nearest port. It is good to just avoid it.

Here is My List of 25 Safe States You Can Buy From:

- Orlando
- Miami North
- Orlando north
- Fort Myers

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- Miami
- Tampa
- Clearwater
- Boston – Shirley
- Taunton
- Providence
- Portland
- Hartford
- Hartford-south
- Albany
- Tampa north
- Fort Pierce
- Jacksonville
- Avenel New Jersey
- Northern New Jersey
- Central New Jersey
- Scranton
- Philadelphia
- Bridgeport
- Southern New Jersey
- Providence

STEP 3:

Research & Inspection

It is very important to inspect the car you are interested in buying carefully before buying it so that you can have a good knowledge about the state of the car.

And so you don't over spend on a car.

There are two ways of inspecting a car depending on the type of car you want to buy.

- **Online Inspection:** This type of inspection can be done on the auction company site.

And you can simply do it yourself. All you have to do is to click on the image of the car you want one after the other and closely checking through the parts of the car as shown in the photos.

If you are buying a salvage car, make sure that any damage on the body of the car is not much and beyond repair. Lastly, check for the damage condition of the car.

Other Things to Check Are:

- Car mileage

- The car interior
 - Status of the car (either run & drive or not)
 - Frontal damage: make sure it not much and it doesn't affect the engine
 - Back damage: make sure it is not much and be sure that it did not affect the chassis of the car
- **Physical Inspection:** This type of inspection requires a physical presence of someone. They are some companies who can handle this for you.

They will go physically with an engineer to where the car is and run some form of inspection on the car and send you the conditions and status of the car through your mail.

I rarely use the physical inspection process because I have found out that IAAI and Copart always list out the entire condition of each car right there on the site.

They do not hide anything.

As a result, I do not bother with spending extra money to get someone to do a physical inspection for the car I am

interested in buying.

But if you are not satisfied and you totally want a physical inspection done for the car you want to buy before the bidding day, then there are companies that can get this done and send you the reports.

Here are 2 car Inspection Companies that Can Help

1. <https://www.carsaints.com/>
Email: carsaints@carsaints.com
Tell: 888-412-0324 (Toll Free)

2. <https://www.carinspector.us/>
Email: assignments@carinspector.us
Tell: 888-615-7555 (Toll Free)

NOTE: To use any of the above listed companies, you'll need to register on their website.

Researching on Your Car

Before you get to this point you ought to have inspected your car to be sure if it okay.

If you are buying a salvage car that has certain damages and things that needs to be fixed, you can now carry out a market research to

find out the prices of the car parts that needs replacement. And those that needs fixing.

And always make sure that the spare parts for the car you want to buy is readily available in Nigeria so that you end up buying a car that you won't be able to repair when it gets to Nigeria.

While doing your research, keep a note and price list of the parts needed to fix the car.

And also get the total amount need to **import** and **clear** the car in Nigeria.

The price of importing and clearing a car varies depending on the type of shipping you want to use and the type and year of the car you are importing.

So, you can always contact the shipping and clearing company to get their price list too.

Budgeting For Your Car

This part is also very important.

We both understand that the main reason why we are buying from all these auction sites is to save cost importing a good car from the US.

So you have to be careful so that you don't end buying a car higher than the amount it is sold in Nigeria.

And to do this, you need to have a way of setting up a budget plan like this:

(1) First, get the market price of the car you want to buy.

You can do that by going to www.cheki.com

(2) Make a budget list like this one below:

BUDGET LIST

Maximum bidding/buying price: this is where you set the highest amount you're going to bid on to buy the car.

Shipping fee: Total amount needed to ship the car down to Nigeria

Clearing Fee: Total amount needed to clear the car in Nigeria

Car fixing fee: Total amount needed to fix the car in Nigeria (if needed)

Car Market price in Nigeria: The price the car is selling in Nigeria

After, you have gotten all this information, add up the **total bidding/buying fee + total shipping fee + total clearing fee** and subtract it from the **Car market price in Nigeria** so that you can know if this you're on the good side.

If your result is negative or too small, that means you have to do something

E.g. Let's say our total budget is N2m

And let's say the sum of our **total bidding/buying fee + total shipping fee + total clearing fee is N2,050,000**

That puts us in – N50,000 which is a negative balance.

That is not what want.

Once you have an idea of the maximum amount you can spend to bid on cars, you can ensure that you do not go past that budget when you are bidding.

STEP 4:

Bidding For Cars

*NOTE: Before you start bidding it's more important to read and understand the necessary auction rules which you can always find inside a pdf file titled: **IAAI – Auction rules** that is attached to this report*

Proxy/pre-bid: The IAAI website allows you place a bid for any type of car you want even before the auction starts.

To get more info about how you can do this, please watch the **IAAI – Pre-bid video 1** and **IAAI – Pre-bid video 2** that is attached to this report.

Online live auction bidding: the on-site live auction bidding gives you access to bid for cars online without being physically present at the live auction center.

You can bid and win cars at the live auction by using your IAAI account to bid for cars online joining and competing with other bidders online and on-site from the comfort of your home.

To get more info about how you can do this. Please watch the **IAAI – Online live auction video** that is attached to this report

On-site live auction bidding: This bidding option needs you to be physically present at the site where the auction is taking place.

I don't personally advice any car dealer to do this because you will have to spend more to travel down to the US for this to happen.

Why waste money on travel when you can bid and buy cars online without leaving your country.

But in case you want to see how the on-site live auction bidding works, please watch the **IAAI – on-site live auction video** that is attached to this report.

I-Buy Fast Option: This buying option allows you to buy a car immediately directly on the IAAI site paying the exact amount tagged on the car.

To get more info about how you can do this, please watch the **IAAI – I-Buy fast video** and the **IAAI – Search Tool Video** that is attached to this report

And if you need more help with buying a car, IAAI also has a buyer service that provides assistance to buyers in English and other languages.

They help with registration, bidding, payment (accept wire transfers and process payments), vehicle pick up, etc.

They will answer your questions about buyer rules, auction policies and all web and mobile application issues.

You can contact IAAI buyer services via Phone or e-mail.

Here is their full contact details:

Address: 701 Harger Road, Suite 201, Oak Brook, IL 60523

Phone: USA (U.S. Toll Free) - 877-937-4243

or International - 630-686-4097

Fax: 630-382-5628

Email: cservice@iaai.com

Hours:

Mon-Fri 6:30am - 7pm (CT)

Sat-Sun 8am - 5pm (CT)

STEP 5:

Making Payment For Your Car Purchase

Once you have won a car via auction, you have to make payment for it as soon as possible.

You can make payment for your car through different means such as:

(1) Dollar ATM Card: Just a normal dollar card that is acceptable online will be good. But you can only use this option when you're paying for a car that is less than \$1,000 at a time.

You won't be allowed to pay with your card once your purchase is above \$1,000

However, with your Naira ATM card, you cannot do transactions that is more than \$250 per day.

So if you want to pay with your Naira ATM card, it's advisable that you keep depositing \$250 into your IAAI account per day for the next 4days even before the auction day. And the maximum you can deposit into your IAAI account is \$1,000

(2) Wire transfer: This is the main way to pay if you are going to be buying cars that are more than \$1000.

So, let's say you have \$1000 in your balance but won a car that is \$7000, you will need to send the rest of the payment (\$6000) via bank wire.

Anyone with a bank account can transfer and pay for the using the bank wire transfer option.

To do this, you will need a domiciliary account which can be opened from any reliable bank in Nigeria

(3) Through someone: If can have a trusted person in the US, they can help pay for you through cashier cheque because they won't be allowed to pay cash or via bank deposit.

For more info about payment. Kindly, watch the **IAAI – Payment procedure video** that is attached to this report

STEP 6:

Shipping Your Car to Nigeria

First, let's talk about the 3 ways you can use to ship your car down to Nigeria easily. Then I will tell you about the company I use and recommend for this purpose.

(1) Roll-on Roll-off (Ro-ro) Shipping: In this case, your cars will be placed separately on the ship. This type is best if the car you're shipping is salvage one.

It usually takes like 14 days for your car to arrive and it is a little bit cheaper than the containerized type of shipping.

(2) Container shipping: This is containerized type of shipping where you can put a maximum of 4 cars inside a 40ft container.

This type of shipping is better if you're shipping a clean car and more than one car because your car is better secured inside the container.

It usually takes like 30 days for your car to arrive. And it is a little expensive than the ro-ro type of shipping

(3) Airplane shipping: This is the big man way of shipping vehicle and it not advisable because it is very expensive though it is faster and safer.

After buying a car at either IAAI or Copart, you will have to take the car away from the auction company within the next 3 days so as to avoid been charged for renege fee

So it means you have to take the car from the auction company to the nearest port for it to be shipped to Nigeria.

And you can get your car transported to the port with the help of your shipping company.

They will send their driver to the auction company to get your car transported to the nearest port for shipping

You will be charged for pick up based on the location of your car and shipping fee is also based on type of shipping and the amount of car you want to ship

One of the best shipping companies I recommend is American forwarding and logistics (AFL shipping) and you can always get in contact with them on their site at <http://www.aflship.com/>

How To Ship through AFL

First, you need to get your car documents from the auction company.

Some documents will be sent by the auction company to your email as soon as you have successfully made full payment for your car.

Documents such as: Receipt of payment and the car title.

These are the two documents you're going to send as an email to the AFL shipping company at info@aflship.com

Once you send them an email, they will respond to you with the charges involved and payment details for you to pay.

Once you have make payment, they will pick up your car from the auction company and transport it to the nearest port for it to be shipped down to you in Nigeria.

It takes about 2 weeks if you using the roll-on roll-off (roro) shipping method or 4 weeks if you're using the containerized shipping method for your vehicle to arrive in Nigeria.

And during this period, the shipping company will send you a document called: "the bill of leading." This document will be needed to clear the car at the port once the car arrives in Nigeria.

Here are Some Useful Contacts at AFLship.com

Department	Name	Phone
Reception	Elvira Lane	+1 (954) 5279900
Ro Ro Booking Team	Monika Cazeau	+1 (954) 5279900
	Samantha Caballero	+1 (954) 5279900
	Rosemary Alguera	+1 (954) 5279900

	Marilyn Suarez Mercado	+1 (954) 5279900
Container Sales	Omar Lacayo	+1 (954) 5279900
Accounting	Alex Villeneuve	+1 (954) 5279900
Support Transportation	Jeff A. Brown	+1 (954) 5279900
Manager	Mark C. Brooks	+1 (954) 5279900

STEP 7:

Clearing Your Car at the Nigerian Port

Once your car arrives at the Nigerian port, your shipping company will send you a document called “the bill of lading” (*the car documents and receipts of purchase*)

This document will be sent to your email address and this document is very important for the purpose of clearing your car in Nigeria

Once your document is intact, then you can get across to a genuine clearing and forwarding agent to help you clear your car.

Find below details of a trusted clearing agent you can make use of:

Mr Sunday Ojedokun
Budoks Nig Limited
121 Okota Road, Tele Olukoya Shopping Complex
Suite B49. Okota Isolo Lagos Nigeria
08033007585, 08085713307, 09091983700

Your clearing fee depends on the type, model and year of your car and the amount bargained with your agent.

It usually takes a minimum of 3-4 working days to clear a car.

How to Fix Salvage Cars

One of the strategies that you can use to get a cheaper car from the US is by importing a salvage car.

Like I said before, salvage cars are car that have some form of damage. People in the US prefer to sell off these cars because the cost of repairing them in the US is usually on the very high side.

But you can repair them here in Nigeria with little money.

You can import a slightly damage salvage car and fix it.

No matter how slightly damaged your car is, it can be fixed.

For instance, take a look at the before and after picture of the car in the image below

BEFORE:



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After it was Fixed:



The process of importing a salvage car is also the same as the process of importing a car with clean title.

Just make sure that the salvage car you are buying does not have issues with the engine or the Chassis.

You should also avoid cars that have been damaged by water (flood)

Once your salvage car gets to Nigeria, you simply need to get it to a reliable auto-mechanic shop where it will be repaired.

If you need help with getting your car fixed or pimping up a car, we can help you do that.

Contact me using these details:

Mr. Shina Saseyi

Tel: 08022659668

Special Things to Consider & Mistakes to Avoid Before Importing a Car

- Budget: Before buying a car on auction for either personal use or for business purposes, it's better to know the type of car you want and the price the car is selling for in the market.

This helps you to have a budget limit and don't go above your limits while bidding for the car on auction

- Don't always be in a hurry to get a car at auction. Always check all the specification of the car before bidding for it and even if the car is okay for purchase.

Don't ever go beyond your budget because there are

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thousands of cars you can always buy. It's better to buy a good car within your budget.

- Always get your money readily available before bidding or buying a car.

This is very important so that you don't accrue more cost paying for renege fee while trying to get your money to pay the auction company after you have won a car on auction.

If you're doing a wire transfer always get your money ready in your domiciliary account even before you start bidding for a car.

Common Industry Terms

ACV - Actual Cash Value (ACV) is the estimated retail value of a vehicle if it were in an undamaged condition. This information is based on industry resources such as a Kelley Blue Report, Black Report, or an independent valuation service.

Additional Bidders - Additional bidders are Employees, Brokers/Agents, or Partners who are authorized to bid under the owner's account. The owner is responsible for the actions of his additional bidders.

Broker/Agent - When a business does not pay taxes on wages earned, this person is considered a broker/agent.

Employees - An additional bidder that has a tax relationship to the business. If the business pays taxes on wages earned, this additional bidder is considered an employee.

Sale Document - A sale document is the legal document that a vehicle is sold with, i.e., salvage title. TBD - To Be Determined.

Tips and Tricks

1. Avoiding Late & Storage Fees:

The first step to avoiding late and storage fees is to know when these fees will be assessed.

To determine how long you have to pay for and pick up each vehicle, simply go to your 'Won Vehicles: To Be Paid' list.

Generally speaking, you have two business days plus the auction day to pay for a vehicle, and you have four business days plus the auction day to pick up your vehicles.

Timing does vary between branches, as market conditions dictate. For example, auction yards with little room for extra inventory are not able to allow four days after the auction to pick up a vehicle.

Payment: It doesn't matter when your payment is sent; it only matters when the payment is posted to your account. Know your different payment options and allow yourself ample time to pay:

I-Pay is the fastest way to pay as it's the only payment method that posts immediately.

If sending a wire transfer, please keep in mind that although you may have a receipt stating that your bank has processed the wire transfer, IAA cannot post this wire transfer to your account until we receive notification from your bank that funds were collected.

2. Confirm your payment before sending your tow truck or transporter

Many buyers send their tow truck once they wire funds, but vehicles cannot be released until those funds are received and posted to your account. IAA will not release a vehicle until the funds are confirmed (varies by payment method).

3. Tips on Bidding

IAA offers 3 ways to bid, but you can always pre-bid on a vehicle prior to an auction and then either attend the sale in person or bid via I-bid LIVE. We recommend that you use our robust search tool

to find every vehicle you are interested in and place a minimum and a maximum pre-bid.

By pre-bidding, you can:

Lock in your bids prior to an auction. By doing so you will be able to bid on a wide variety of vehicles at multiple branches.

Once you have placed a pre-bid, your 'Pre-Bids: Open' list is a quick way to identify the vehicles on which you are the high bidder and on which ones you have been out-bid.

When you pre-bid you don't have time constraints, so you can submit more bids, on more vehicles and increase your chances of obtaining the best deals.

IAA understands that every buyer has a slightly different business model. Take advantage of the unique bidding options at IAA, by trying all three bidding methods to see which ones work best for your business.

IAAI Useful Document and forms

All IAAI required useful documents has already been attached to this report. Kindly check for it in the folder named: **IAAI – Useful Documents and forms**

CONCLUSION:

I hope this report has helped you.

But if you need further help or advice about this topic, you should feel free to contact me.

I am also available to help with buying a car if you don't want to go through the struggles yourself.

You can contact me (Shina Saseyi) on 08022659668