



Southern Mobility Vehicles Ltd - Our Proposition



- Should you require guidance, we use a consultative approach with our customers to establish their needs by asking questions to help guide them towards the wheelchair accessible vehicles that are most likely to suit their current and future needs.
- Our advice always covers The Motability Scheme's New and Nearly New WAVs, WAV rental and WAV purchase, financed or fully customer-funded. We can also advise and direct you towards a specific converter should your needs identify this to be necessary. The advice we give is tailored, confidential and independent.
- Our vehicles are pre-prepared to the highest standard before we allow you to inspect and test drive them. We are happy to advise if any bespoke adaptations are required and can manage these for you with trusted and well-established specialist firms.
- We encourage you to come and try out as many vehicles as you want to help you decide what works for you and what does not. You are also encouraged to road test them as wheelchair passengers, able passengers and drivers needs and wants are all significant when choosing the correct wheelchair accessible vehicle.
- We only sell wheelchair accessible vehicles from our onsite stock at our business premises. However, we can source vehicles for you if we do not have your exact requirements available. We will only buy in a WAV for you if we are happy to put it on our forecourt. If not, we will advise you against it and give you our reasons why.
- We have access to new vehicles from all the major conversion companies in the UK and can instruct, facilitate and manage new WAV builds and purchases. We can also advise on and arrange local Motability demonstrations if required.
- We will happily recommend any of our specialists to you should your current WAV need any modifications to maintain its usability in the future, so please ask. We can advise you and either manage this for you or give you direct contact with a suitable firm to help you.
- We always include the following in the purchase price of every vehicle:
 - ◆ 3-year comprehensive warranty with unlimited claims on unlimited mileage
 - ◆ 3-year vehicle rescue with home start, roadside, onward travel and accident recovery
 - ◆ 3-year comprehensive WAV conversion warranty to run beside a manufacturer's warranty
 - ◆ A new MOT if there are less than nine months to run with all advisories cleared regardless
 - ◆ Vehicle service and documented cambelt & water pump replacement if due or nearly due
 - ◆ Free delivery across mainland United Kingdom to your preferred location
- Most often, our customers will tell us if and when they are ready to proceed. Occasionally it is appropriate for us to ask if you would like to move to purchase the WAV in question, but only if we can see the match is the best possible for you.
- We are here to help answer any questions or queries about WAVs and the WAV industry our services are free with no obligation to buy from us.

⇒ Call us on: 0800 008 7800

⇒ Email us at: sales@smvwavs.co.uk

⇒ Message us via: WhatsApp, Telegram, Messenger or text on 07563 031189