

# SIMPLER IS ALWAYS BETTER

Complexity leads to confusion which leads to misunderstanding.

Making something simpler makes it easier to understand.

**LaethemLease™** ends the confusion.

With **LaethemLease** the price you see is the price you pay.

No more time wasted sorting through half-truths and hidden costs.

And there is nothing due at signing. Zero.

Up-front costs that suddenly appear in some showrooms aren't part of a **LaethemLease**. Taxes, plate transfer, title, 1st month's payment are all included in a **LaethemLease** price.

## We Make It Simple

How? A different way of doing business... The **LAETHEMWAY**.



THE **LAETHEMWAY** is based on three guiding principles:

- ✓ Simplicity.
- ✓ Transparency.
- ✓ Convenience.

### 2019 GMC Terrain Denali FWD

2.0 Turbo, Dual Exhaust, 19" Wheels, Leather, Memory, Heated/Cooled Seats and Steering Wheel, Power Liftgate, Adaptive Cruise, Lane Keep Assist, Forward Auto Braking, HD Surround Vision, Auto Park Assist.



**Below GM Employee to ALL Laethem Lease**

**\$295\*** Mo.

KL106340 (CTP/Demo) MSRP \$41,190  
27 Months 10K Miles Per Year

**\$0 DUE AT SIGNING | INCLUDES TAX**

### 2019 GMC Acadia Denali AWD

DEMO - Technology Package, Adaptive Cruise, Forward Automatic Braking, Surround Vision System, Advanced Safety Equipment, 20" Wheels, Navigation, Handsfree Liftgate, 7 Passenger.



**Below GM Employee to ALL Laethem Lease**

**\$359\*** Mo.

KZ135967 (CTP/Demo) MSRP \$50,385  
36 Months 10K Miles Per Year

**\$0 DUE AT SIGNING | INCLUDES TAX**

### 2019 GMC Yukon XL SLT

Leather, 2nd Row Bucket Seats, 10 Way Power Heated Seats with Memory Settings, Sunroof, 20" Wheels, Forward Collision Alert, Lane Departure Warning, Lane Keep Assist.



**Below GM Employee to ALL Laethem Lease**

**\$519\*** Mo.

KR152813 (CTP/Demo) MSRP \$64,880  
36 Months 10K Miles Per Year

**\$0 DUE AT SIGNING | INCLUDES TAX**

### 2019 Buick Encore Essence

Leather, Heated Memory Seats, Heated Steering Wheel, Rear Cross Traffic, Side Blind Zone Alert.



**Below GM Employee to ALL Laethem Lease**

**\$219\*** Mo.

KB913624 MSRP \$30,620  
24 Months 10K Miles Per Year

**\$0 DUE AT SIGNING | INCLUDES TAX**

### 2019 Buick Regal Sportback Essence AWD

2.0 Turbo with 8 Speed Trans, Heated Leather Memory Seats, Adaptive Cruise, Driver Confidence 1 & 2, Moonroof, Sights and Sounds Package.



**Below GM Employee to ALL Laethem Lease**

**\$479\*** Mo.

K1011514 (CTP/Demo) MSRP \$39,880  
36 Months 10K Miles Per Year

**\$0 DUE AT SIGNING | INCLUDES TAX**

### 2019 Buick Enclave Avenir AWD

Avenir Technology Package, Trailing.



**Below GM Employee to ALL Laethem Lease**

**\$519\*** Mo.

KJ133178 (CTP/Demo) MSRP \$59,615  
36 Months 10K Miles Per Year

**\$0 DUE AT SIGNING | INCLUDES TAX**

**RAY LAETHEM**  
MOTOR VILLAGE



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\*LAETHEM LEASE PAYMENTS INCLUDE ALL TAXES, 1ST MONTH PAYMENT, TITLE, PLATE TRANSFER, DOC, CVR, DESTINATION AND ACQUISITION FEES. THERE IS ABSOLUTELY NOTHING DUE AT LEASE SIGNING UNLESS A NEW LICENSE PLATE IS NEEDED. PAYMENT IS BASED ON TOP TIER CREDIT APPROVAL. MUST QUALIFY FOR LEASE LOYALTY INCENTIVE - SEE DEALER FOR DETAILS. MUST QUALIFY FOR SECURITY DEPOSIT WAIVER. PRICING FOR MICHIGAN RESIDENTS ONLY. PRICING GOOD ON IN-STOCK UNITS ONLY. PICTURE MAY NOT REPRESENT ACTUAL VEHICLE. VEHICLES SUBJECT TO PRIOR SALE. PRICING GOOD THROUGH 9/3/19, GMS, LEASE LOYALTY AND GMS REQUIRED