
What Should They Do?

Scenario 1:

David wants to buy a car, but his old car still works. He thinks he can trade in his old car and pay less for a new car. What should he do?

Scenario 2:

Claire goes to a dealership to buy a car. She talks to a salesman and chooses a car to buy. The salesman tells her he's in a hurry and needs her to sign the contract immediately. He tells her she can drive the car off right away if she will just sign quickly. What should she do first?

Scenario 3:

Mabel goes to a dealership to buy a car. She finds one she likes, but it is several years old and has a lot of miles. She asks the salesman about the car's history, but he says he doesn't have the information. He tells her it's a good car and she should buy it. What should she do first?



What Should They Do? – Answer Key

Scenario 1:

David wants to buy a car, but his old car still works. He thinks he can trade in his old car and pay less for a new car. What should he do?

He should find out how much his old car is worth and how much he would have to pay for a new car.

He should talk to his bank or credit union to get pre-approved so he knows how much he can spend.

Scenario 2:

Claire goes to a dealership to buy a car. She talks to a salesman and chooses a car to buy. The salesman tells her he's in a hurry and needs her to sign the contract immediately. He tells her she can drive the car off right away if she will just sign quickly. What should she do first?

She should read the contract and check the financing terms (APR, length, and amount borrowed).

She should ask for the Buyers Guide, to take a test drive, and/or to have the car inspected by her mechanic.

She should get a vehicle inspection report.

Scenario 3:

Mabel goes to a dealership to buy a car. She finds one she likes, but it is several years old and has a lot of miles. She asks the salesman about the car's history, but he says he doesn't have the information. He tells her it's a good car and she should buy it. What should she do first?

She should insist on looking at the Buyers Guide and ask about the warranty.

She should get a vehicle history report and have the car inspected by her own mechanic.