

*No Brainer on Buying a New Car*

Length: 60 minutes

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Audience: 7-12 grades

*Buying a New Car* teaches new car buyers quick and easy car buying tips. It explores multiple techniques on choosing a car, negotiating prices, and making a purchase.

-Introduction-

I. The Decision Stage

A. Choosing a Car

1. Personal preference
2. Friends and relatives
3. Consumer resources
4. Enthusiast resources
5. Test drive

B. Your Old Car

1. Selling it yourself
2. Trading it in
3. Donating it to charity

C. Purchase or Lease

1. Leasing
  - a. The upside
  - b. The downside
2. Buying
  - a. The upside
  - b. The downside

II. The Preparation Stage

A. Financing

1. Dealer financing
2. Banks and credit unions
3. Cash money

B. Cost Research

1. Invoice price
2. Advertising fee
3. Holdback
4. Factory to dealer incentives

C. Other Fees

1. Taxes
2. Options
3. Processing fee/prep fee
4. Added dealer mark-up fee

### III. The Purchase

#### A. Low-Hassle Buying

1. Buying services
2. No-haggle dealerships
3. Brokers

#### B. Traditional Buying

1. When to go to the dealer
2. Picking a vehicle
3. Ordering a vehicle
4. Negotiating
5. Tricks of the trade
6. Words of advice

#### C. Closing the deal

1. Disclosure of damage
2. Add-ons
3. Reading the paperwork

### IV. Good-Bye