

## Buying a Used Car

Explorers will be introduced to things to consider when buying a used car, including mechanical condition and insurance costs.

### CATEGORY

- Auto Technology

### OBJECTIVES

By the end of this session, participants will be able to:

- Understand at least four considerations when buying a used car.

**ADVISOR NOTE:** While this activity does not directly involve auto technology, it could be a good break for the Explorers and give them insight into other aspects of car ownership.

### SUPPLIES

- None; however, a used car dealer and local consultants or experts in the fields of auto body work, finance, insurance, and automotive mechanics will need to be invited to participate.

**ADVISOR NOTE:** Text in italics should be read aloud to participants. As you engage your post in activities each week, please include comments, discussions, and feedback to the group relating to **Character, Leadership, and Ethics**. These are important attributes that make a difference in the success of youth in the workplace and in life.

### ACTIVITY

#### Main Event

This is the sole activity for this meeting.

In advance of the meeting, arrange with a local used car dealer to visit his or her lot. Make sure there will be a designated employee present who can get access to the vehicles on the lot.

In addition, arrange to have a local car insurance broker, an expert in auto body repair, a local banker or consumer loan officer, and a reputable and knowledgeable automotive technician (if you choose not to do this yourself) onsite to work with the Explorers.

Tell the participants that they should wear two hats during this activity. Have them view this activity both as an individual buying a car and as an auto technician who might be asked to provide perspective on the car.

Meet at the car dealership and allow the Explorers to choose any car they wish to investigate. As the youth consider each vehicle, have your panel of experts contribute their opinions based upon their area of expertise. For example, the loan officer might discuss allowable loan limits based on industry standards or rates and terms of financing. The auto body expert might show the Explorers how to identify prior body damage or signs of previous accidents. The insurance broker might contribute the reasons why a certain car might cost more to

insure than others. Encourage the Explorers to ask questions and discuss reasons why one car purchase may be wiser than another.

### **ADVISOR NOTE**

Some sample questions are below. They are designed to help the participants apply what they have learned to their own interests. You are welcome to use these questions or develop your own questions that relate to your post or specific focus area.

### **REFLECTION**

#### Focusing Questions

- *What did you learn about buying a car that you didn't know before?*
- *How is buying a car more or less complicated than you thought?*

#### Analysis Questions

- *Why might somebody choose to buy a car instead of repairing their current vehicle?*
- *How can you save your customers from having to buy another car?*

#### Generalization Questions

- *How can understanding the car buying experience help you better serve your customers?*
- *What subjects in school do you believe would help you be a better businessperson and a better consumer?*

### **ADVISOR'S PARTING THOUGHT**

Share the following thought and then initiate a brief discussion among the Explorers.

*Car dealers, like old-time horse traders, have often been accused of being less than honest in their business transactions. Consider the following quote from Albert Einstein: "Whoever is careless with the truth in small matters cannot be trusted with important matters."*

*How could you reflect honesty in your work as a technician, and what effect would that have on your success?*

### **ADVISOR AND OFFICER REVIEW**

After the meeting, address the following:

- Identify what was successful about the meeting.
- Identify what needed improvement.
- Schedule an officer and Advisor planning meeting to prepare for the next post meeting or

activity.