



**Mini-Unit**  
**Sealing the Deal**  
*Student Activity Packet*  
MINI-UNIT: BUYING A CAR

**Name:**

**Students will be able to:**

- List items they need to bring to a dealership when buying a car
- Explain how buying a car from a private seller differs from buying from a dealership
- Identify best practices when negotiating a car price



**INTRO**

**VIDEO: Is MSRP the Price for Me?**

You've made a lot of tough decisions and finally picked the right car for you. Let's go over some important information you'll need for when you show up to the dealership. The first one is...what's MSRP? Watch this video to answer the questions about MSRP.

1. When shopping for a new car, what does MSRP stand for?
  - a. meeting sales rep price
  - b. manifesting slightly reduced price
  - c. moving swiftly reduces price
  - d. manufacturer's suggested retail price
2. Which of the following is a fact about MSRP?
  - a. MSRP is a set price that won't change
  - b. MSRP is set by the buyer
  - c. MSRP is only a suggested price
  - d. MSRP is the total you will pay for the car
3. What should you do if the MSRP is above your budget?
  - a. Spend more on the car or borrow the money
  - b. Sell your valuable possessions to make extra money for the new car
  - c. Negotiate the price or consider another model
  - d. Test drive the car to see if it feels like a worthwhile purchase



## LEARN IT

**ARTICLE:** [What to Bring When Buying a Car](#)

Now that you've done your research and made some important decisions about your purchase, it's time to get a car! Before you head to the dealership, it's important to know what items you should bring with you. You also need to consider how your visit will be different if you're trading in a car that you already own. Read the article about what to bring to the dealership. Then, answer the questions.

**What to Bring When Buying a Car**

- 1. Why is it important to have an up-to-date drivers license and proof of insurance when you show up at the dealership?**
  
- 2. While you don't need to bring your credit report with you, why is it important to review it before going to the dealership?**

**What to Bring to Trade in Your Car**

- 3. What is the certificate of title and why is it important to bring it when trading in your car?**
  
- 4. Why do you think it's important to have the account number for the trade-in car's loan?**

**VIDEO:** [Buying Your New Car - Tips to Negotiating a Better Deal](#)

When you show up at a dealership, many of the cars will have a manufacturer's suggested retail price (MSRP) on the windshield, but that doesn't mean that the dealership has to sell it to you for that price. They are willing to negotiate a price with you to make the sale! Watch this video on negotiating. Then, answer the questions.

- 1. Think about what you want in your first car. State one negotiable (nice-to-have) item and one non-negotiable (need-to-have) item. (Examples might include price, color of the car, a particular feature, how you finance it or when you get the car)**



2. **Why do you think you should avoid telling the salesperson what your budget is when buying a car?**
- 

**VIDEO:** [6 Steps You Should Take Before Buying a Vehicle From a Private Seller](#)

**INFOGRAPHIC:** [The Don'ts of Buying a Car in a Private Sale](#)

You may be able to find someone who is willing to sell you a car directly, instead of heading to the dealership. Sites like Facebook Marketplace, EBay Motors and Craigslist have listings from private sellers. Because you're not working with a dealership, the experience will be different. Use the video and infographic about buying from a private seller to answer the questions.

1. **Why do you think the infographic suggests avoiding meeting in a secluded location and carrying a lot of cash? What alternatives would you suggest to avoid this?**
  
2. **What are the possible outcomes if you don't test drive the car and take it to a trusted mechanic?**
  
3. **Why do you think you should avoid buying from someone whose name is not on the title?**



**DO IT**

**ACTIVITY:** [RESEARCH: Find Your Next Car](#)

Now that you've had the opportunity to learn about buying a car, it's time to continue your research! Follow the directions on the worksheet to complete this activity.



**EXIT TICKET**

Follow your teacher's directions to complete the Exit Ticket.