

## Car Buying Strategies—Beginning Skit

Scene: Buyer walks into car dealership, salesman approaches

**Seller:** Welcome to the Courtney Car Company! How can we help you today?

**Buyer:** Well, I am needing to buy a car.

**Seller:** Great! I'm sure we can help you with that. We have the best selection on the Emerald Coast. So, tell me, are you in the military?

**Buyer:** Why, yes, I am.

**Seller:** Where are you stationed?

**Buyer:** I'm at Eglin with the 96<sup>th</sup>.

**Seller:** You're kidding. Do you know Captain Smith? I sold him a truck last week.

**Buyer:** No, I don't think I know him.

**Seller:** Thank you for your service. We treasure our military members and offer a great military discount.

**Seller:** So, what kind of payment are you looking for?

**Buyer:** Well I really don't know

**Seller:** Just give me a ballpark estimate of what you are wanting your monthly payment to be.

**Buyer:** Something around \$200.

**Seller:** We can certainly find you something that will match your needs. Do you have a PAL?

**Buyer:** You mean, like my buddy Jimmy?

**Seller:** No, I mean a pre-approved loan. Have you arranged any financing to buy a car?

**Buyer:** Yes, I got a letter from the Credit Union on base.

**Seller:** How much is your PAL?

**Buyer:** It is for \$15,000

**Seller:** Wonderful! Are you going to be trading in a vehicle also?

**Buyer:** Yes, I plan on trading in my car.

**Seller:** Don't you worry, I am going to take good care of you!

## SKIT 2

**Seller:** Welcome to the Courtney Car Company! How can we help you today?

**Buyer:** Well, I am needing to buy a car.

**Seller:** Great! I'm sure we can help you with that. We have the best selection on the Emerald Coast.

**Seller:** So, what kind of payment are you looking for?

**Buyer:** I'm not too concerned about the monthly payment, I just want to talk about the total price of the vehicle.

**Seller:** Do you have an idea of how much you want your monthly payment to be?

**Buyer:** I just want to discuss the selling price or out-the-door price of the car I select. I am looking for a fuel economy, small car for less than \$12,000.

**Seller:** We can certainly find you something that will match your needs. Do you have a PAL?

**Buyer:** Yes, I have a Pre-Approved Loan.

**Seller:** How much is your PAL?

**Buyer:** That's not important right now, I just want to talk about finding the right vehicle and what the selling price is.

**Seller:** Wonderful! Are you going to be trading in a vehicle also?

**Buyer:** I haven't made that decision yet. I just want to talk about finding the right vehicle and what the total selling price is

**Seller:** Don't you worry, I am going to take good care of you!