

# Car Buying 101



## The Program:

The purpose of this activity is to acquaint young people with the process of purchasing a car. As adults we have probably learned the hard way how to avoid some fairly costly mistakes. Most teenagers look forward to their first car. This activity is designed to help them be better shoppers.

## The Set Up:

There are many aspects of buying a car, and the goal is to address as many of them as possible. In order to accomplish that, a number of consultants will be needed. You will need to have your Venturers make arrangements for these resources weeks in advance.

The assistance of a local car dealer will need to be engaged for this activity. It is likely that a used car lot will be your best bet, simply because most often a teenager's first car is not brand new. Explain to the auto dealer that you would like to expose a group of potential customers to the world of car buying and you will need his/her help to do this. Ideally you would like to have access to the cars on their lot as well as the assistance of somebody on their staff that is knowledgeable in the financing of their inventory. Once a date and time have been you will need to acquire the commitment of the rest of the consultants. Some of these folks may include: an Insurance Broker, an Auto Mechanic, and an Auto Body Technician. Explain to these individuals that you are asking for their assistance in educating young

people on various aspects of purchasing their first car, and get their commitment to be present at the activity. Don't forget to follow up with reminder calls, letters and e-mails.

## The Invitation:

Two weeks prior to your outing, have each Venturer make a list of friends they are going to invite. You can help them create the list by asking questions such as; if you were going to invite some friends to come over and hang out; who would they be. Don't leave anybody off the list. Write them all down. Have each Venturer complete a written invitation to everybody on the list, and hand deliver it to them over the next three days.

Have each of your Venturers make a personal follow up phone call no later than two days prior to the activity. Try to get a commitment from those that can attend. Don't be offended or put off if somebody turns you down. People are busy or may not have an interest in this activity. It's OK.

On the day of the activity, make contact with the invitees and let them know you are excited to have them come with you.

## The Execution:

Using your previously agreed upon transportation plan; meet at the car lot. Carpooling or picking up your friends is a great way to go. Make sure you are following the established BSA policies when it comes to two-deep leadership and safe transportation practices. Welcome everybody and make some brief introductions. Make sure to give particular thanks to the adult consultants who have given up their time to be with you.

Select a few cars that you will be looking at and proceed to the first. Have the salesman describe the car and its features, allowing the youth to

take a good look at it. In no particular, have each of your consultants comment on what a potential buyer might need to consider relative to the purchase and ownership of that particular car. Your Insurance Broker might address such things as body style, color, engine size or drive train and what affect it would have on the cost of ownership. In turn each of the other consultants would likewise share their knowledge. Availability of parts, ease of repair, prior damage and repairs, and other such issues would be addressed. Don't forget to include your finance expert and allow your youth to ask questions and delve into the reality of car ownership. By working through this process on a variety of vehicles the Venturers should be able to make some comparisons and draw their own conclusions as to what constitutes a good buy. At the close of the activity, make sure you thank your consultants again. You may even wish to have a prepared card or gift for them.

Before departing; make sure that a public announcement is made of the upcoming events and activities. It's important that your friends know that this isn't just a one time thing. Venturing should be full of fun activities.

## The Follow Up:

At the end of the activity, let your friends know how much you appreciated them coming along. Remind them of the upcoming events and invite them to join you to those as well.

A day or two after your activity, make contact with your friends, and extend another invitation for them to join you. If it feels right; invite them to become a member of your Crew.

Make sure you call those who couldn't attend the activity. Let them know they were missed.

**The more friends you have along on your activities, the more fun Venturing can be. So, invite a friend!**