

Automotive Education Skills
Buying and Financing Your Second Biggest Purchase

ACE Class

Beginning: To Be Announced

6 Week Class

Class Day:

Classroom: #

Class Times:

This class is intended to arm you with the complete knowledge of how to buy and finance a vehicle. This class will also help you understand extended warranty issues, Gap insurance, credit life and disability insurance issues involving your new purchase. This class will be a hands on approach to understanding what goes on behind the scenes when you purchase a vehicle and understand how to negotiate your best deal.



* Submit a cop-out to Mr. Crawford in the education building to be enrolled.

Automotive Education Skills

Buying and Financing Your Second Biggest Purchase

- Week 1 Basic meet and greet criteria along with research skills.
- Week 2 Choosing the right vehicle for you and your family needs.
- Week 3 Understanding the deal along with basic negotiation skills for your new purchase.
- Week 4 Understanding the financing of your new purchase.
- Week 5 Gap insurance and extended service policy issues and disclosure, as well as credit life and disability issues.
- Week 6 Responsibility and care of your new purchase.

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Week 1 Basic meet and greet

- * How to find the correct dealership to do your business
- * How to research business practices in which the dealership operates
- * Policy and procedure questions to ask of the dealer
- * Telltale signs to look for
- * Understanding salesman's motive

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Week 2 Choosing the right vehicle

- * How much vehicle you can afford
- * What to look for on vehicle chosen
- * How to research history of the vehicle you have chosen
- * What is the best choice of vehicle for you or your family

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Week 3 Understanding the deal

* List price M.S.R.P.

* Trade-in allowance

* Trade value

* Down payment

* Trade difference

* Payment amount

* Terminology

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Week 4 Understanding the financing

- * How to check your credit
- * How to handle discrepancies in your credit
- * Pre-approve yourself for a loan
- * Learn how you rate
- * Learn how to tell what A.P.R. you qualify for

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Week 5 Insurance issues

- * Gap insurance
- * Extended service policy
- * Credit life
- * Disability
- * Truth of lending disclosures