**Student Guide: Keep Your Lips Zipped When You Shop!**

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A Lesson in:

* Consumer Information
* Consumer Research
* Consumer Decisions

**Your Thoughts Before Reading:**

1. Choose and answer question A or B.

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| **Question** | 1. **When is the last time you have been on a car lot?**

*Write about your thoughts when viewing all of the cars lined up for sale.* | 1. **Have you flipped through an Automobile Sales Flyer or scrolled online to find your dream car?**

*Write about your thoughts when flipping through pages and pages of automobiles available for purchase.*  |
| **Answer** |  |  |

1. Did you know that what you say “can, and will be held against you?” *Without writing what you actually said, identify a time when you said something that you really shouldn’t have.*

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1. Imagine yourself at a local car lot in the market to purchase a car. *List 3 comments that would be in your best interest to keep to yourself and not share with a car salesperson.*

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**During the Reading with Newspaper in Education:**

1. Read the article “**5 Things Not to Say When You’re Buying A Car”** from the *Tampa Bay Times*. *As you are reading, make a list of the five things to keep quiet about when car shopping.*

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| **Keep My Lips Zipped About:** | **Why I Should Keep Quiet:** |
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1. Comparing your list to the news article, what do you notice?

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1. Part of the battle in purchasing a car is comparison shopping to ensure you are making the best decision. You must weigh information about each vehicle in comparison to each other. Think about such items as price, affordability, auto features, repair costs and your own intention for use and need to a vehicle. *Make a list of as many things as you can that you need to know before purchasing a specific car. Identify the three most important pieces of information to you and explain why they are the most important.*

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| ***Rank:*** | ***Information Needed:*** | ***Why I care:*** |
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**After the Reading:**

1. Write a short response illuminating the consequences of purchasing a vehicle that just meets or exceeds your price range. Explain the consequences of making this mistake? Describe how your choice may affect anyone other than yourself.

***Extension*:** Explore the laws and institutions provided for consumers to help gain adequate information about vehicles. Make a brochure to identify and explain these laws and institutions to another consumer.