

AUTOMOTIVE

Directions

Welcome!

You are a “automotive” sales person!

Below you will find helpful advice to make your role as easy as possible. Please read thoroughly even if this is not your first time.

- Students will come to your table to buy a car for themselves and for their spouse. They may buy two vehicles, or one vehicle and one bus pass. They cannot purchase two bus passes.
- Expect a rush at the beginning of the fair. Students typically visit either the housing or transportation tables first.
- All students start the fair with a 700 credit score. Vehicle purchases affect a credit score, so when students first arrive at your table, direct them to shake the globe of reality. Students should add or subtract from their current credit score based on the globes results.
- Don't analyze what they really need or can afford. This is not the time to discuss how to conserve money.
- Your role is to sell, not to help the student make the best choice. For example, say things like:
 - “You're going to need a bigger vehicle if you want to take your family on trips.”
 - “Haven't you always wanted a truck?”
 - “Get a really nice car! You deserve it for working so hard.”
 - “Don't forget your spouse! They need their own vehicle too!”
- Once they have selected transportation, they must list all of the expenses related to their chosen vehicle(s) on their budget worksheet.
- The goal is for students to see the consequences of spending more than they earn. Remember, you want to help them spend as much money as possible!
- Have fun and remember that this is not the time for you to be teaching them good financial education, the financial advisors are there to do that after they make mistakes!

AUTOMOTIVE Directions

Budget worksheet example and information:

BUDGET WORKSHEET			
Name:	ADDITIONAL CASH		HOME
Occupation:	Part-time Job	Home Option:	
Spouse's Occupation:	Personal Loan (Full Amount)	Payment (Principal/Interest)	
Number of Children:	Total		Taxes & Insurance
Credit Score 700 + or - New Score	DEBTS AND LOANS		Rent
<i>List table here</i>	Student Loans	Renter's Insurance	
<i>List table here</i>	Credit Cards	Electricity & Heat	
<i>List table here</i>	Personal Loan (Monthly Amount)	Water & Trash	
<i>List table here</i>	Total		Furniture
SAVINGS		Total	
Savings (Debit)	FAMILY LIFE		DAILY LIVING
Retirement/Investments	<i>(If child is under 1-year, must do 1-3)</i>		<i>(If child is under 1-year, do not include in family size.)</i>
Total		Groceries (Select 1)	Dining Out (Select 1)
INCOME		1. Formula or Nursing	Incidentals (1 or More)
Monthly Net	2. Diapers	3. Baby Wipes	
Spouse's Monthly Net	Childcare	Additional Accessories	
Total		Pets (Optional)	Clothing (Select 1)
Notes:		Church (Optional)	Outwear (Select 1)
	Charity (Optional)	Accessories (1 or More)	
	Total		
		Personal Care (1 or More)	
		Total	

- *Occupation
- *Spouse/Occupation (if applicable)
- *Children (if applicable)
- *Credit score
- *Income

BUDGET WORKSHEET			
AUTOMOTIVE	COMMUNICATIONS	WHEEL OF REALITY	
Vehicle(s):	Plan Option:	Unexpected Expense -	
Monthly Payment (Car 1)	Monthly Payment	Unexpected Income +	
Monthly Payment (Car 2)	Cell Service Upgrades		
Car Insurance (Car 1 &/or Car 2)	Land Line Upgrades	Total	
Gas	Internet Upgrades	FINAL BALANCE	
Other Transportation	Cable TV Upgrades	<i>List totals from each category below</i>	
Repairs	Additional Equipment	Income +	
Total		Additional Cash +	
HEALTH		Income Subtotal	
Premium (Single or Family)	ENTERTAINMENT/HOBBIES		Savings -
Deductible (can be divided by 12)	1.	Debts and Loans -	
Coverage (can be divided by 12)	2.	Family Life -	
Co-Pay	3.	Home -	
Prescriptions		Daily Living -	
Vitamins		Transportation -	
No Insurance		Health -	
Total		Communications -	
Notes:		Entertainment/Hobbies -	
		Expenses Subtotal	
		Wheel of Reality + or -	
		Total	
		Under Budget +	
		Over Budget -	

Final Balance *

This section is specifically for students to transfer each table's total down and discover if they are over or under budget.