

HOME

Directions

Welcome!

You are a “home” 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 home, furniture and home décor items. They must choose one of each.
- 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. Home 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:
 - “Gosh this is an exciting time in your life! Investing in a new home is wonderful.”
 - “Investing in good furniture is an investment into your future.”
 - “Hosting parties is way more fun when you have a nice place!”
- Once they have selected housing, they must list all of the expenses related to their chosen home 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!
- All students with military occupations, or that have spouses with military occupations, have received \$1000 as housing reimbursement. This should already be notated on their budget worksheets under the “home” section. Please make sure they subtract it from their housing expenses and do not accidentally add it to the total they owe for the month.
- 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!

