

* Please pick 2 out of 4 to work on!

Scenarios:

117 Point Inspection

Here, our buyer would appear to be ready to purchase the car and drive off when he suddenly asks if he can have his "mechanics" perform a 117 point inspection.

Seller: "So what are you thinking?"

Buyer: "Looking good...oh, hey, one more thing before we close this thing. Can I have my guys do a quick inspection. 117 point...shouldn't take long."

(He uses the push to talk feature on his phone, talk to his guys, and they drive around the corner, then get out with some portable lifts)

Seller: "Uhhh..."

Buyer: Got to make sure...

3-Day 150 Mile Guarantee

In this scenario, we would actually purchase the vehicle, and then have our buyer return the vehicle to the previous owner.

(We see footage of the buyer driving off from the seller's place, waving. Then we cut to the next day, and the seller driving back into the seller's driveway.)

Buyer: "Hey."

Seller: "Hey...uh..what's going on?"

Buyer: "Geez, this isn't working out for me. Not quite what I wanted, so I'm returning it."

Seller: "You're what?"

Buyer: "Returning it. Opting out. It came with a 3-day, 150 mile guarantee, right?"

GMAC financing

Our buyer arrives with a sack of cash, say \$7000, says here's my down payment then asks the seller what kind of financing he can get.

Buyer: "I am liking this car."

Seller: "Awesome."

Buyer: "O.K., I'm going to do it. Here."

(gives him the sack)

Seller: "What's this?"

Buyer: "Downpayment. \$7200 in cash. What kind of financing can you give me on the balance?"

Trade-in

Up drives the buyer in an older car. He goes through the process of looking at the other car, seems ready to buy, and asks the seller what he'll give him in trade for the older car.

Buyer: "It's looking good, but I just need to know what you'll give me for trade my car."

Seller: "Trade on your car?"

Buyer: "Exactly."

Seller: "I'm not taking your's as a trade-in."

Buyer: "Why not? It runs."

Seller: "I'm trying to sell a used car. I don't need another one."

Buyer: "Wow, don't know what I'm going to do then. Needed a few thousand in trade to pull this off."

5/100 Warranty

Buyer asks the seller if he'll warranty the car.

Buyer: "So what kind of warranty do I get?"

Seller: "Warranty?"

Buyer: "Hmm. Hmm."

Seller: "You don't get a warranty, pal."

Buyer: "That's a good one. So what is it, uh, 3, 5 years, 100 thousand miles or something?"

Seller: "I have no idea what you're talking about."

Buyer: "The warranty. What kind of warranty do you offer?"

Selection/Color

Buyer wants the vehicle, but wonders if he can get it in another color.

Buyer: "I love this car!"

Seller: "Great..."

Buyer: "Only thing is...do you have it in another color?"

Seller: "What?"

Buyer: "I mean, this isn't the only one you have, right, you've got a good selection, right?"

Seller: "This is the only car I have."

Buyer: "Oh...can you paint it for me then, I want sort of a tan. Here, I can show you.

(Pulls a can of spray paint out.)

24/7 roadside assistance

Our buyer is checking out the car. All the while he's holding a red phone, like a White House emergency phone.

Buyer: "Well, I think everything is going to work out."

Seller: "Good. I'm glad you like the car."

Buyer: "Oh, here, you'll need this so I can get in touch with you."

Seller: "What do you mean?"

Buyer: "You know, if I get a flat or run out of gas. I'll call you on this phone so you can give me roadside assistance."

Seller: "Roadside Assistance? You're kidding me right?"

Courtesy transportation

Our buyer likes the seller's car, but keeps inquiring about the other car in the driveway, asking if that's the "courtesy vehicle"

Buyer: "Now is that my courtesy car over there?"

Seller: "What?"

Buyer: "Courtesy car. You know, a loaner when I bring this car back to you for service."