

Decision Time

- Choose one of the salaries you have worked with (\$20 000, \$40 000, or \$60 000) and compare the costs of purchasing a new vehicle versus a similar used vehicle.

ANNUAL INCOME	NEW CAR <i>(use information gathered in Activity 6.2)</i>		USED CAR <i>(use information gathered in this activity)</i>
	Car Make and Model		Car Make and Model
	Total Cost		Total Cost
	Total Loan Costs	Total Lease Costs	Total Loan Costs

- Use the table below to describe the lifestyle of a person who would be best suited to obtain a new car (loan or lease version) or a used car
- Refer to the table above as you make your recommendations.

You should also consider these factors:

Is this person independent?

Is this person a sole-income earner or from a double-income family?

What type of job does this person hold? How stable is their position?

What are this person's driving needs, e.g., season, mileage?

For what purpose does this person need a car, e.g., business, pleasure, commuting?

PERSONAL PROFILE	NEW CAR (LOAN)	NEW CAR (LEASE)	USED CAR
Type of job			
Family situation			
Job Stability			
Driving Needs			