

# THE CAR MOM // CAR BUYING COURSE

## NEEDS ASSESSMENT

Any good salesperson will ask these questions. Why not be prepared?

### 1. Three things you LIKE about your current car:

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### 2. Three things you DISLIKE about your current car:

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### 3. Needs for new car:

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### 4. Wants for new car:

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### 5. Top exterior/interior color combinations:

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### 6. Features you want demonstrated to you:

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