

Unit 1
Buying A Car

Ad

a. What was the purpose of the radio ad? Mark the correct answer.

- [ ] 1. To convince people to buy used cars
- [ ] 2. To convince people to buy a car at Car City
- [ ] 3. To introduce Ron and Lara to the listeners

b. What did you hear on the radio? Mark the correct answer.

- [ ] 1. A news report about Car City
- [ ] 2. An interview with two car dealers
- [ ] 3. An interview with two people who bought cars

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c. In the radio ad, Lara says that the spoke to her sister, Natalie, about her new car. Read their conversation. Mark who said each sentence.

	LARA	NATALIE
1. "I just bought a brand-new Beamer Coyote."		
2. "It's automatic and it has all the latest features."		
3. "Wow! Where did you buy it?"		
4. "At Car City. I got a really good price."		
5. "I paid ten percent as a down payment and I'm paying the rest off in monthly payments."		
6. "I don't believe it! I also bought a car there last week."		
7. "I got a great deal on a second-hand car at the end-of-year sale."		
8. "That's great! You get real value for your money at Car City, don't you?"		

d. Car City also advertises in the newspaper. Mark the newspaper ad that is for Car City.

Ad 2 ☐

If you're looking for a great deal, then look no further!
Come on down to our end-of-year sale and pick out the car of your choice. With a variety of new and used cars to choose from and very reasonable prices, you won't find a better deal!

Ad 3 ☐

Are you looking for the car of your dreams?
Are you interested in only the best that money can buy? Then we are the place for you! We carry only luxury models fitted with the latest features. So if you are interested in only the newest and the best, make an appointment with our showroom salespeople.

Ad 1 ☐

For really low prices that everyone can afford,call us now!
We offer unbeatable deals on used cars and used car parts. Payment on a cash-only basis.

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e. Discuss your choice with a partner. Explain why the ad you chose is suitable and why the other two are not.

f. Read the sentences from the radio ad. Replace the underlined words with words or expressions from the box below.

at another place • for the same money • happy • newest • promise • wonderful

1. At Car City you'll find fantastic bargains!

_____

2. He bought a car somewhere else and he isn't satisfied with it.

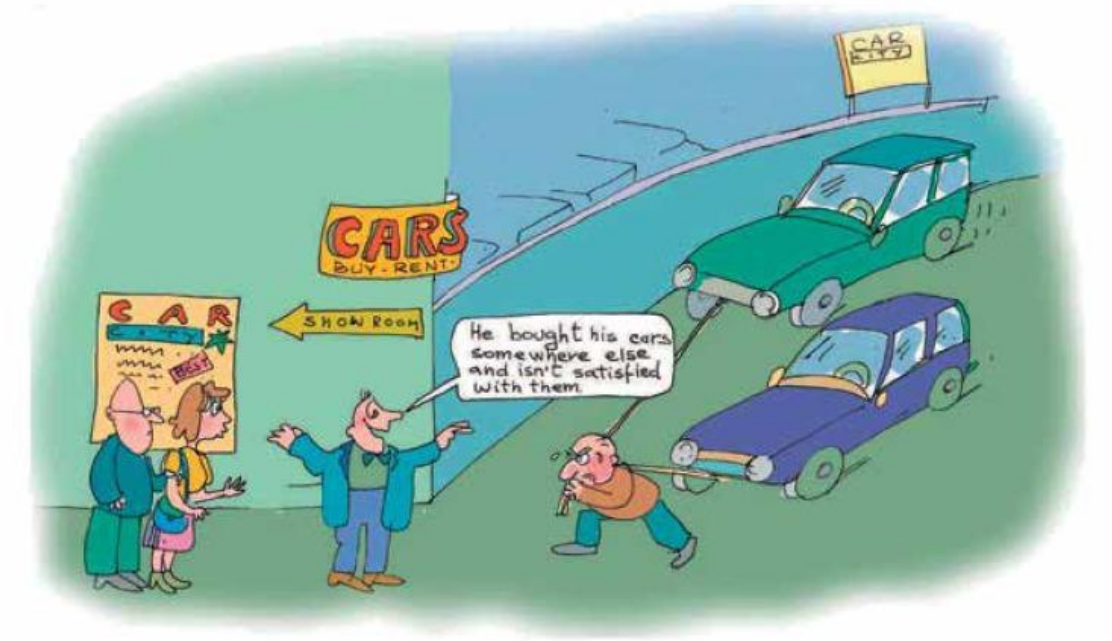
_____

3. I could have bought the latest model of the same car at the same price.

_____

4. We guarantee that you won't find a better deal anywhere.

_____



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Buying A Used Car

a. What was the purpose of the text, "Buying A Used Car"? Mark the correct answer.

- ☐ 1. To advertise a car dealer
- ☐ 2. To explain about different kinds of cars
- ☐ 3. To give advice on buying a used car
- ☐ 4. To persuade someone to buy a new car

b. Mark the sentences that match the suggestions given in the ad.

- ☐ 1. Before you go to a used-car dealer, think about what kind of car you want and which features you would like it to have.
- ☐ 2. It is a good idea to go to a used-car dealer alone, because a friend's advice can sometimes confuse you.
- ☐ 3. Most car dealers are reliable, so you don't need to test-drive the car you plan to buy.
- ☐ 4. Always take the car to be checked by a mechanic before you buy it.
- ☐ 5. If you want to lower the price, try bargaining with the dealer.

c. Circle the correct answer.

1. Which expression means "decide"? *make up your mind / have in mind*
2. When buyers bargain about the price, they want to make it *higher / lower.*
3. You "ought to" means you *must / should.*
4. "You ought to have it checked" means:
   you ought to check it / you ought to get somebody else to check it.

d. Write three pieces of advice about one of the following topics: buying a new car, renting an apartment, going on a diet. Share your advice with a partner.

You can begin with these words:

You should...	You ought to...
It's a good idea to...	If...
Don't...	

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