



Are Professional Car Negotiators Worth the Cost?

Description

A car buyer in New Hampshire hired a professional negotiator to get a good deal on a car. The plan did not go well with the car salesman, known as Preacher Pete. He shared his story on TikTok.

Pete said this was the first time a customer brought someone to negotiate for them. He explained that the dealership does not require customers to come in to get the best deal. Buyers can just call.

Pete claims the deal took two months to finish. He says the delay happened because the negotiator wanted to handle the car's registration. Two weeks after the sale, Pete got a call from the negotiator. The negotiator had problems registering the car and was disrespectful. Pete then contacted the customer, who was easy to work with.

Pete did not blame the buyer for trying to get a good deal. He confirmed that the dealership registers cars for out-of-state customers every week, often over the phone. Some viewers doubted his positive comments about the dealership. Many people distrust car dealerships based on their own bad experiences.

Vocabulary List:

1. **negotiator** //nɪ'gəʊʃi, eɪtə// (noun): person who talks to make an agreement
2. **dealership** //ˈdi:lə,ʃɪp// (noun): company that sells and services cars
3. **registration** //,rɛdʒɪ'streɪʃən// (noun): official document or record for a vehicle
4. **disrespectful** //,dɪsrɪ'spektfəl// (adjective): rude or not showing respect to someone
5. **doubted** //ˈdaʊtɪd// (verb): did not believe something was true
6. **confirmed** //kən'fɜːmd// (verb): said something was true or certain

Comprehension Questions

Multiple Choice

1. What was the name of the car salesman?

Option: Joe

Option: Preacher Pete

Option: Tom



Option: Mark

2. Where did the car buyer hire a professional negotiator?

- Option: California
- Option: New Hampshire
- Option: Texas
- Option: Florida

3. How long did the deal take to finish?

- Option: One week
- Option: Two months
- Option: Three weeks
- Option: Four months

4. What was the primary reason for the delay in the deal?

- Option: Negotiator's indifference
- Option: Problems with financing
- Option: Registration issues
- Option: Customer's demands

5. How frequently does the dealership register cars for out-of-state customers?

- Option: Once a month
- Option: Every day
- Option: Every week
- Option: Only on weekends

6. Where did Pete share his story about the negotiation?

- Option: Instagram
- Option: Facebook
- Option: TikTok
- Option: YouTube

True-False

7. The buyer hired the negotiator to get a good deal on a car.

8. Preacher Pete was the second car salesman the buyer encountered.



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9. The dealership requires customers to visit in person for the best deal.
10. Pete believed the buyer was at fault for the deal's issues.
11. The negotiator had no issues registering the car after the sale.
12. Many people have positive experiences with car dealerships.

Gap-Fill

13. The car buyer hired a professional negotiator to get a good deal on a car. The plan did not go well with the car salesman, known as Preacher Pete. This was the first time a customer brought someone to negotiate for them. Pete explained that the dealership does not require customers to come in to get the best deal.

Buyers can just call _____.

14. The deal took two months to finish because the negotiator wanted to handle the car's

_____.

15. Two weeks after the sale, Pete got a call from the negotiator who had problems _____

the car.

16. Pete confirmed that the dealership registers cars for out-of-state customers every week, often over the

_____.

17. Some viewers doubted Pete's positive comments about the _____.

18. Many people distrust car dealerships based on their own bad _____ experience.

Answer

Multiple Choice: 1. Preacher Pete 2. New Hampshire 3. Two months 4. Registration issues 5. Every week 6. TikTok

True-False: 7. True 8. False 9. False 10. False 11. False 12. False

Gap-Fill: 13. the dealership 14. registration 15. registering 16. phone 17. dealership 18. experiences



Vocabulary quizzes

Multiple Choice (Select the Correct answer for each question.)

1. What is typically sold at a dealership?

- Option: Food
- Option: Cars
- Option: Clothing
- Option: Electronics

2. What is the primary role of a negotiator?

- Option: To design products
- Option: To mediate discussions
- Option: To create advertisements
- Option: To manage finances

3. What does a new regulation typically aim to improve?

- Option: Economy
- Option: Social Media
- Option: Compliance
- Option: Advertising

4. What does a lawsuit represent?

- Option: A protest
- Option: A legal dispute
- Option: A financial transaction
- Option: An event

5. Who are shareholders in a company?

- Option: Customers
- Option: Employees
- Option: Investors
- Option: Competitors

6. What do tariffs typically affect?



- Option: Production costs
- Option: Employee salaries
- Option: Market trends
- Option: Competition levels

7. What is typically measured in a performance review?

- Option: Attendance
- Option: Skills
- Option: Productivity
- Option: All of the above

8. What is a common result of increased production?

- Option: Higher costs
- Option: Job layoffs
- Option: More goods available
- Option: Less revenue

9. What type of vehicle is a crossover?

- Option: Sedan
- Option: SUV
- Option: Truck
- Option: Motorcycle

10. What is the main duty of a spokesperson?

- Option: To do accounting
- Option: To represent an organization
- Option: To develop products
- Option: To analyze data

Gap-Fill (Fill in the blanks with the correct word from the vocabulary list.)

11. The negotiator felt he was _____ when they dismissed his proposal.
12. The agreement was finally _____ by both parties after lengthy discussions.
13. Her comments during the meeting were seen as _____ by her colleagues.
14. Employees were granted _____ to the new online portal for resources.
15. The request for additional funding was _____.



16. There are a few _____ to the standard rules for this project.
17. The company had to pay a hefty _____ due to regulatory violations.
18. Due to financial issues, several employees were _____ last month.
19. The organization is looking to _____ in new technologies.
20. The board must _____ on the allocation of resources.

Matching Sentences (Match each definition to the correct word from the vocabulary list.)

21. The company announced its new product lineup at the trade show.
22. The research indicated a clear bias in the survey results.
23. The company was found to have operated illegally for several years.
24. The chancellor addressed the students during the graduation ceremony.
25. Customers can make monthly payments toward their car loans.
26. A crossover vehicle typically combines features of both cars and SUVs.
27. A sedan is generally known for its four-door configuration and spacious interior.
28. Many employees were laid off during the economic downturn.
29. Shareholders are individuals or institutions that own shares in a company.
30. The annual performance review assesses each employee's contributions and achievements.

Answer

Multiple Choice: 1. Cars 2. To mediate discussions 3. Compliance 4. A legal dispute 5. Investors 6. Production costs 7. All of the above 8. More goods available 9. SUV 10. To represent an organization

Gap-Fill: 11. doubted 12. confirmed 13. disrespectful 14. access 15. denied 16. exceptions 17. fine 18. laid off 19. invest 20. decide

Matching sentence: 1. announced 2. bias 3. illegally 4. chancellor 5. payments 6. crossover 7. sedan 8. laid off 9. shareholders 10. performance



CATEGORY

1. Business - LEVEL1

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1. car negotiator
2. ESL learning
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