VOLUNTEER INSTRUCTIONS

TEST DRIVE® NEXT STOP REALITY
FUELED BY ROYAL CREDIT UNION FOUNDATION

Thank you for participating in Test Drive...Next Stop Reality! Your job as a volunteer will be to guide students through making purchases while they create a monthly "adult" budget.

Students are approximately 25 years old, have chosen an occupation, and have determined their net monthly income. They may be single, single with a child, married, or married with a child. These important life details should be displayed on their name tags. If not, the front page of their Student Status Packets will list this information. Their life status will be a factor in what they will need to purchase from your station.

Housing

Ask, "Would you prefer to rent or purchase a home?"

- Assist students in making the decision to rent or purchase a home by sharing the pros and cons.
    - Ask students what their credit score is. If a student's credit score is below 620, they may only choose rental options. Explain that lower scores can prevent loan approval, such as a mortgage, because lenders see them as higher risk due to limited or poor credit history. Note that 620 is the minimum score for a traditional 30-year mortgage with 20% down.

	Pros	**Cons**
Rental	Less expensive, easier to relocate, not responsible for maintenance, price of utilities sometimes included in the rent	Landlord restrictions (no pets, can't personalize), not stable (price of rent can rise), not an investment
Purchase	Long term investment, build equity, build credit, can have pets, can personalize	More expensive, responsible for maintenance, responsible for all utilities

- If the decision appears to be difficult, review both the rental and purchase options with them. This will however take more time, so use your best judgement.
- Using the Station Guides at your table, point out the housing options and the features of each. There are four options for purchase and three options for rental.
- Suggest the student compare their family status with the options available on each unit. Also have them compare their net monthly income to the monthly payment *(we recommend that they keep their monthly housing payment to 35% or less of their net monthly income).*
- Remind them that utilities will be paid at a different station. They will also purchase either renter's or homeowner's insurance at another station. Do not go into depth about these topics, as students will have discussions with volunteers at those stations, but you should make them aware of these additional costs as it may be a determining factor in their home choice.

Please see reverse side for additional instructions.

Paying for Housing

- Active Duty Military Personnel will pay $0 for Housing. However, it's still important to discuss prices with them so they have an understanding of the value of their savings. Additionally, they will need to make a housing choice, as they will have to pay for Home Insurance at that station. ROTC/Reserves students will need to pay the price listed.
- Students who are **SINGLE** and **RENTING** can choose to live with a roommate. They will pay **HALF** of the full monthly rent.

After making their choice, instruct students to fill in the payment amount on their Road Map. Then have them record it on their Transaction Register and subtract it from their balance.

Acknowledge the transaction by placing a stamp in the right column of the Housing section of their Road Map.

***Housing is on page 1 of the Road Map ***