**Video Title:** My Carvana Buying Experience & Review!

**Video URL:** <https://www.youtube.com/watch?v=ebzWMoBWpTI>

**Running Time/Source:** 8:36, AuthenTech/YouTube

**Close Caption Available:** Yes

Carvana allows purchasers of cars to buy entirely off the Internet. This process includes all paper work and financing. Purchasers can pick up their cars at one of Carvana’s vending machines or have the automobile of their choice delivered to them. Purchasers are given seven days to test drive their selection. If not satisfied, the purchase price will be refunded.

Questions:

1. What are some factors that might explain Carvana’s success?

2).   How does Carvana attempt to allay the fears that prospective purchasers might

        have about purchasing an automobile off of the Internet?

3).   What might Carvana’s competitors do to cope with Carvana’s unique way to

        selling cars?