

Darlene's forecasting accuracy for purchasing the next race car for my son.

1. She said we would pay \$7,000 and later said we would pay up to \$3000 more for safety.

In fact we considered two cars for \$10,000. The first car was the # 29 car at Sears point and we spent many hours with the owner. Another phone call to Darlene at that time said that if he would go to 9,000 then it may be the right car. He would not, so we passed on that one. It felt like the right car to my son, but it did not feel right to me. (80%)

2. She said that I would be talking, my son in back and my wife not around.

This was correct, my wife left on her own business. (100%)

3. She said there would be small black and white checkerboard in view.

All of the 55 gallon barrel trash cans at the track had such a pattern on them. (100%)

4. She said there would be 30 cars to choose from.

There were 100 cars there to race, after asking around all day we found 7 to choose from. After that day we found 3 more for a total of 10 possibilities. (50%)

5. She said the car number that we would focus on at Sears point would be 66 or 88 and that the top hook of the "6" would have a ball shape, like STP stickers.

The car we spent the most time with was car # 29, and the "9" had the ball shape she described. We did not buy this car but did spend hours with him and learned a lot. (70%)

6. She said the interior of the car would have black tubing and black padding, and a white dashboard.

The # 29 car had all of these characteristics. (100%)

7. She said the car color will be black or white, not yellow.

The # 29 car was black, we saw no yellow cars. (100%)

8. She said there would be a red or red orange car that my son likes but we do not choose because it is out of the price range.

In fact the red car is the one we will purchase. It was out of the price range and my son does want it. I negotiated not to buy the second engine which dropped it from 12,000 to 10,000. I then further negotiated it down to the magic \$ 9,000 number so we are going for that. This car was not at Sears Point, but I found it from a referral from a man I met at the track that day. (50%)

9. She said there would be 10 cars we like and they would be sold and we would be steered to the right one.

There were 3 cars we really liked from the 7 that were available. The # 51 was very fast, lots of parts, and eager to sell. He blew his engine during a race and took himself out of the running. Then the # 78 car at only \$8,000 but no parts and from Arkansas started showing signs of smoke and I decided not to purchase that car. So only the # 29 car was left and at the end of the day he would not sell for \$9,000 so we came home empty. (80%)

10. She said that the man I would spend the most time talking to would be crew cut and big and round, 5 to 8 years older, uncle type, not father, may have two cars, other RED car not there. May be a two-day thing. May be from Southern California.

This describes the owner of the # 29 car very well. (90%)

We spoke with him for several hours.

The other RED car not there was another man, and is the car we will buy. (70%)

The # 29 car was from Washington State, different direction, and same distance. (60%)

11. She said we would be talking in front of something orange.

The NASCAR garage buildings, right behind us, were painted with an orange stripe. (100%)

12. She said to leave here earlier so we could get there by noon and that we would find the car we wanted by 2:00 PM. She also said we would be very happy with our decision by 6:00 PM.

We did get there earlier, but did not find a car by 2:00 PM. (0%)

We were not complete or happy with any decision by 6:00, even by 8:00 we were still negotiating with the 29 car and left without making a purchase. (0%)

13. She said at some point during the day we would find "some trust here" like someone we both know.

This happened several times, Debbie is a driver we know and met there, she later referred me to a car that we did not buy.

Also we mentioned J. who we raced with, that broke the ice several times. (100%)

14. She told me to bring a pencil.

I did this but did not use it. Many times I used the pens that I brought to take notes, but no need specifically for a pencil over a pen. (50%)

So overall the day was close to the predictions Darlene had made with the exception that we did not purchase the car that day, but got referrals that led us to the Red # 21 car that we will be racing. $1300 / 18 = (72\%)$