

CONTINUING EDUCATION FINAL TEST

1. Misdemeanor crimes can be charged for:
 - a. Not offering a contract cancellation option
 - b. Failure to disclose optional goods and services
 - c. Fail to disclose the customer's credit score
 - d. All the above
2. A retail dealers sign at their place of business must be:
 - a. Permanently attached
 - b. Needed just for your inspection period
 - c. Cardboard/Poster-board sign attached to the window
 - d. Needed just during business hours
3. To become licensed as a dealer, you must:
 - a. Complete a 6 hour dealer education class
 - b. Complete required application
 - c. Meet local requirements for zoning approval
 - d. All the above
4. A retail dealer must have what posted in clear view of the buying public:
 - a. Vehicle Advertisements
 - b. City Business License, DMV License, Salesperson's License
 - c. No cooling off sign/Third Party Inspection/Right to a Spanish Contract
 - d. All the above
5. A wholesale dealer can sell vehicles to:
 - a. The public
 - b. Dealer to Dealer
 - c. All the above
 - d. None of the above
6. What is the minimum mileage allowed under the contract cancellation agreement:
 - a. 100
 - b. 200
 - c. 150
 - d. 250

7. If a dealer fails to renew his/her dealer's license by the expiration date, he/she has How many days grace period to renew their license:
 - a. 05 Days
 - b. 10 Days
 - c. 20 Days
 - d. 30 Days
8. What is the maximum a dealer may charge for a smog fee:
 - a. \$35.00
 - b. \$58.25
 - c. \$50.00
 - d. It depends what it cost the dealer to smog the vehicle
9. When a dealer sells an advertised vehicle, how much time does the dealer have to Withdraw the advertisement:
 - a. 24 Hours
 - b. 48 Hours
 - c. 72 Hours
 - d. The dealer can let the ad finish running
10. DMV requires a dealer must keep their records for:
 - a. 3 Years
 - b. 5 Years
 - c. 2 Years
 - d. 9 Years
11. Who may drive on a dealer license plate:
 - a. Salesperson on a test drive
 - b. Lot boy taking a vehicle for a detail or wash
 - c. The dealer driving to and from the golf course
 - d. All of the above
12. A dealer must notify the Department of Motor Vehicles within how many days of employment or termination of a salesperson:
 - a. 05 Days
 - b. 10 Days
 - c. 20 Days
 - d. 30 Days
13. For a dealer to sell a vehicle to the retail public, the dealer must:
 - a. Have a buyers guide posted in/on the vehicle
 - b. Have a current smog certification for that vehicle
 - c. Make sure the vehicle meets Division 12 safety requirements
 - d. All the above

14. A dealer may reset an odometer on a vehicle if:
 - a. The dealer doesn't know the true miles of the vehicle
 - b. The dealer can make more money for less miles
 - c. The dealer added too many miles to the vehicle
 - d. It's a crime to reset the odometer of any vehicle
15. A dealer who is not a business partner with DMV can charge a documentation fee of:
 - a. \$25.00
 - b. \$30.00
 - c. \$70.00
 - d. \$35.00
16. A dealer must inform a prospective buyer if:
 - a. There is known damage to the vehicle
 - b. The vehicle needs repairs
 - c. The vehicle has been in stock for over 60 days
 - d. The vehicle color changed
17. A dealer plate must be where on a vehicle:
 - a. In the back window
 - b. On the dashboard
 - c. Held on by a dealer plate holder
 - d. Attached to the back of the vehicle
18. If a dealer fails to renew his/her bond what will happen:
 - a. The bonding company will call the dealer
 - b. The dealer license will be canceled the same day as the bond
 - c. The DMV will give an additional 30 days for a new bond
 - d. All the above
19. What persons may drive regularly on a dealer's plate:
 - a. All person's whose name appears on the ownership structure
 - b. The spouse of the dealer
 - c. The children of the dealer
 - d. Other relatives of the dealer
20. A dealer must notify a prospective buyer if a vehicle was a:
 - a. Taxi or rental vehicle
 - b. Law enforcement vehicle
 - c. An insurance salvage vehicle
 - d. All the above

21. To renew a dealer license, the dealer must first:
 - a. Attend a 4 hour class every other year
 - b. Attend a 6 hour class every other year
 - c. Attend a 4 hour class every year
 - d. Attend a 6 hour class every year
22. To be a wholesale dealer, the following requirements must be met:
 - a. Does not have regulations to follow
 - b. Have a 2' X 2' sign posted at the business location
 - c. When selling wholesale to the public follow dealer rules
 - d. Be licensed by DMV
23. To sell a vehicle to the retail public, the selling dealer has to smog the vehicle:
 - a. Before a vehicle can be put up for sale
 - b. After the sale is completed
 - c. Omitted if the customer wants to use his/her own smog shop
 - d. Within 7 days of delivery of the vehicle to the retail buyer
24. If a dealer is unable to get a retail buyer vehicle financing:
 - a. The dealer may keep the down payment
 - b. The down payment has to be returned if asked for
 - c. The dealer must inform the buyer he/she cannot find financing for them
 - d. Keep any collected monies for the use of the vehicle
25. At California DMV, the basic transfer fee is:
 - a. \$5.00
 - b. \$10.00
 - c. \$15.00
 - d. \$17.00
26. A dealer's records must be kept:
 - a. In a safe place
 - b. In a secure storage location
 - c. At the dealer place of business
 - d. All the above
27. To sell a consigned vehicle you must pay the consignor the agreed amount within:
 - a. 10 Days
 - b. 05 Days
 - c. 20 Days
 - d. 25 Days

28. How many days does a dealer have to pay ASF fees to DMV:
 - a. 05 Days
 - b. 10 Days
 - c. 20 Days
 - d. 30 Days
29. A dealer need not withdraw a vehicle advertisement if:
 - a. The vehicle has not sold
 - b. He has another vehicle just like the one in the ad he can offer
 - c. Too much advertising time was purchased
 - d. None of the above
30. In an advertisement, a dealer must include in the ad:
 - a. A dealer is selling the vehicle
 - b. Year, make and model of the vehicle
 - c. The vehicle identification number
 - d. All the above
31. A licensed dealer may sell a vehicle:
 - a. On a street corner
 - b. From home
 - c. From your licensed location
 - d. None of the above
32. A conditional sales contract is:
 - a. dealers attempt to find financing for a retail buyer
 - b. An agreement between a dealer and retail buyer when a lien is created and payments are made to the lien holder
 - c. Not legal in the State of California
 - d. None of the above
33. To avoid ASF fees a dealer must post fees within:
 - a. 05 Days
 - b. 10 Days
 - c. 20 Days
 - d. 30 Days
34. How many days is a Temporary License Plate valid for?
 - a. 60 Days
 - b. 90 Days
 - c. 120 Days
 - d. 30 Days

35. A broken odometer must be fixed by the dealer when:
 - a. It is requested by a retail buyer
 - b. Required by the B.A.R.
 - c. If the dealer intends to sell the vehicle to the retail public
 - d. None of the above
36. The minimum size of a retail dealer's sign is:
 - a. 1 foot by 1 foot that must be viewable up to 50 feet away
 - b. 2 foot by 2 foot that must be viewable up to 50 feet away
 - c. 3 foot by 3 foot that must be viewable up to 50 feet away
 - d. 4 foot by 4 foot that must be viewable up to 50 feet away
37. A dealer that offers vehicle repairs must be license by:
 - a. D.M.V.
 - b. B.O.E.
 - c. B.A.R.
 - d. D.O.C.
38. A selling dealer may keep excess DMV fees paid by the retail customer:
 - a. When the Amount is less than \$5.75
 - b. The dealer may keep any fees that have been collected
 - c. The excess fees have to go the California Tax & Fee Administration
 - d. A dealer cannot keep any excess DMV fees
39. What two people must have a salesperson's license to work for a dealer?
 - a. The dealer and finance manager
 - b. A finance manager and lot detailer
 - c. A salesperson and finance manager
 - d. A lot detailer and salesperson
40. Once a sale is completed and the contracts are signed the dealer must:
 - a. Take the customer for a final test drive
 - b. Provide the owner's manual and service records for the vehicle
 - c. Provide a copy of all signed and completed paperwork to the buyer
 - d. All the above
41. How many cars can you sell a year for profit without a dealer license?
 - a. 0
 - b. 2
 - c. 5
 - d. 7