

## Quiz section 9-14

1. non-complying title means
  - a. older california title such as "pink slips" and pre-1994 "rainbow" titles
  - b. titles from out of state
  - c. titles to government vehicles
2. power of attorney means
  - a. you can represent yourself in court if a customer sues you
  - b. legal protection from dmv audit
  - c. a written document designating someone to act on behalf of the principal to transfer ownership and/or complete necessary documents as required by law
3. \_\_\_\_ (t/f) upon transfer, the legal owner, registered owner, and the transferee do not have to sign the certificate of ownership
4. \_\_\_\_ (t/f) you must collect registration from the buyer at the time of sale if the registration has already expired
5. \_\_\_\_ (y/n) is the dealer required to pay registration fees for expired registration of vehicles while in dealer's inventory?
6. \_\_\_\_ (y/n) can the dealer include as an added cost to the selling price of a vehicle, registration fees not due?
7. the transfer fee is currently
  - a. \$5
  - b. \$15
  - c. \$25
8. the dealer must submit application and fees to dmv within \_\_\_\_ days from the date of sale
  - a. 3
  - b. 30
  - c. 60
9. asf means
  - a. administrative service fine
  - b. administrative service fee
  - c. administrative sign fee
  - d.
10. failing to notify dmv of sale within five calender days of date of sale is a fine of
  - a. \$5
  - b. \$15
  - c. \$25
11. failing to attach a copy of notice/temporary id on vehicle is a fine of
  - a. \$5
  - b. \$15
  - c. \$25
12. failing to submit transfer/registration application to dmv within 30 days of date of sale
  - a. \$5
  - b. \$15
  - c. \$25
13. \_\_\_\_ (y/n) if the buyer is not from california, and will not be registering the vehicle in california, are the registration fees due if the vehicle is transferred to the out-of-state buyer via a one-trip permit from dmv?
14. \_\_\_\_ (y/n) may dealer plates be used to deliver a vehicle when title does not pass to purchaser until after delivery?
15. when a dealer sells a vehicle for export to another country the selling dealer must mark the report of sales (reg 51 or reg 396)
  - a. sold to exporter
  - b. must register in foreign country
  - c. for export to another country
  - d. buying dealer must register
16. vlf means
  - a. very low fuel
  - b. vehicle loss fee
  - c. vehicle license fee
  - d. volume low fee
17. the vlf is calculated on the vehicle's \_\_\_\_?
  - a. gross vehicle weight
  - b. mpg
  - c. model year
  - d. market value
  - e. Advertised price
  - f. year of registration
18. cno is
  - a. certified non-operation
  - b. certificate of non-operation
  - c. certified new owner
  - d. certificate of non-ownership
19. \_\_\_\_ (y/n) is a cno required if vehicle is in the dealer's inventory?
20. \_\_\_\_ (y/n) are highlighter pens allowed on registration paperwork?
21. \_\_\_\_ (t/f) dealer can collect registration fees from buyer if none are due at time of sale
22. \_\_\_\_ (t/f) dealer does not have to pay the customer excess taxes or fees collected
23. \_\_\_\_ (t/f) dealer will not be audited by the dmv or get sued by the customer if excess fees or taxes are not returned to customer
24. \_\_\_\_ (y/n) is a branch location the principal place of business of the dealer?
25. a temporary branch location may be operated for a time period not to exceed \_\_\_\_ days.
  - a. 25
  - b. 30
  - c. 45
  - d. 60
26. \_\_\_\_ (y/n) a dealer is allowed to lend dealer supplies, license and books to other licensed dealers and wholesalers
27. \_\_\_\_ (t/f) a dealer can sell a vehicle at retail at a location that is not its established place of business

28. \_\_\_\_ (t/f) the dmV may suspend revoke a dealer's license for submitting a check, draft, or money order which is dishonored or refused payment
29. \_\_\_\_ (t/f) the dmV may suspend or revoke a dealer's license for failing to transfer a properly endorsed certificate of ownership to a transferee entitled thereto
30. (t/f) the dmV may suspend revoke a dealer's license for employing or compensating any unlicensed salesperson (or "bird dogs")
31. bait and switch
- put bait on the fishing pole and switch positions on the boat
  - practice of advertising one vehicle at a low price, then making the vehicle unavailable when the buyer arrives and switch the buyer to another vehicle
  - practice of advertising one interest rate, then switch the interest rate to a higher rate when signing the contract
  - Closing technique of switching a customer to a cheaper vehicle
32. \_\_\_\_ (t/f) the dmV may suspend and revoke a dealer's license for submitting a check, draft, or money order which is dishonored or refused payment
33. bird dog fees (circle all correct answers)
- are illegal
  - people that the dealer pays to refer customers to the dealer
  - Both a & b
  - must file 1099 for money
34. \_\_\_\_ (t/f) a dealer has 10 days to notify dmV of any change of ownership, corporate structure change, or change in partnership membership
35. \_\_\_\_ (t/f) a smog test must be completed prior to a vehicle being sold
36. \_\_\_\_ (t/f) vehicles sold at wholesale between dealers require a smog test
37. transfer of vehicles \_\_\_\_ model years old or less no longer require smog tests
- 2
  - 3
  - 4
  - 5
38. \_\_\_\_ (t/f) hybrid vehicle which use both gasoline and electricity power are exempt from smog testing until january 1, 2011
39. smog certificates issued to a motor vehicle are valid for \_\_\_\_ years
- 1
  - 2
  - 3
  - 4
40. smog certificates are valid only \_\_\_\_ days for private parties
- 30
  - 45
  - 90
  - 180
41. the maximum a dealer may charge a buyer for smogging a vehicle is \_\_\_\_
- \$45.00
  - \$50.00
  - \$55.00
  - \$65.00
42. reg 51 is
- report of sales
  - repossession notice
  - transfer of title
  - application for duplicate title
43. reg 396 is
- application for duplicate title
  - repossession notice
  - transfer of title
  - wholesale report of sales
44. dealer must maintain its copy of the reports of sale for \_\_\_\_ years
- 3
  - 4
  - 7
  - 10
45. \_\_\_\_ (t/f) state board of equalization will charge you sales tax on all missing report of sale, with sales tax based on the average selling price per vehicle you sold the prior year
46. dealers must provide dmV the completed notice of the \_\_\_\_\_ section no later than the end of the fifth calender day after the date of sale, not counting the date of sale
- report of sales
  - repossession notice
  - transfer of title
  - application for duplicate title
47. reg 396 is
- application for duplicate title
  - repossession notice
  - transfer of title
  - wholesale report of sales
48. reg 51 is
- report of sales
  - repossession notice
  - transfer of title
  - application for duplicate title