

WSIADA READ & RESPOND QUIZ

DECEMBER 2025

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I have read and understand the disclaimer above.

Dealership Name

Motor Vehicle Dealer No.

Date

Quiz Taker's Name

Position

Signature

Email

Business Phone

Fax

CIRCLE THE CORRECT ANSWER.

1 According to the article, what is the main reason many dealerships fail when trying to use AI?

- A) They don't have a tech team
- B) They use the wrong software
- C) They rely on bad prompts or outdated processes
- D) They spend too much money on AI platforms

2 Which of the following is one provision of Senator Cynthia Lummis's proposed Diesel Truck Liberation Act?

- A) It increases fines for emissions tampering violations
- B) It grants the EPA more authority over vehicle emissions
- C) It vacates existing prison sentences for emissions-related offenses
- D) It requires new onboard diagnostic systems for diesel trucks

3 Which of the following violations carries the highest potential fine for auto dealers?

- A) Red Flags Rule — \$3,500 per violation
- B) Used Car Rule — \$53,000 per violation
- C) IRS Form 8300 — \$25,000 per violation
- D) OFAC — over \$1.5 million per occurrence

4 According to Chris Miller of Recall Masters, what is the biggest missed opportunity when dealerships treat recalls only as compliance tasks?

- A) Losing out on potential ad revenue
- B) Missing chances to build customer loyalty and retention
- C) Reducing technician training opportunities
- D) Increasing warranty reimbursement time

5 What percentage of recall-related revenue typically comes from customer-pay parts and labor?

- A) 25%
- B) 40%
- C) More than 50%
- D) 10%

6 According to the article, which area remains a chronic and high-risk issue for dealership prosecution?

- A) Warranty claims
- B) Advertising practices
- C) Inventory pricing
- D) Employment contracts

7 According to the Haig Partners Dealer Confidence Survey, what is one key reason dealer confidence is falling?

- A) Excess vehicle inventory
- B) Rising operating costs and shrinking margins
- C) Decreased government incentives for EVs
- D) Fewer dealership acquisitions

8 What does the article suggest as the first step to begin using AI in a dealership?

- A) Hire a technology consultant
- B) Create a full-scale AI rollout plan
- C) Start with one department, one problem, and one prompt
- D) Purchase a chatbot system

9 Which rule requires dealers to have an identity theft-prevention program in place?

- A) OFAC
- B) Red Flags Rule
- C) Used Car Rule
- D) IRS Form 8300

10 What does the acronym IRAC stand for in the context of legal analysis and dealer compliance?

- A) Issue – Rule – Application – Conclusion
- B) Identify – Review – Act – Confirm
- C) Investigate – Respond – Adjust – Conclude
- D) Interpret – Regulate – Apply – Conform

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