

# WSIADA READ & RESPOND QUIZ

NOVEMBER 2025

## RETURN

COMPLETED QUIZ TO WSIADA AT  
[EDUCATION@WSIADA.COM](mailto:EDUCATION@WSIADA.COM)

The WSIADA READ AND RESPOND QUIZ offers one hour of continuing education credit toward the dealership's required annual renewal. Payment options are available for members and non-members also for notification to the Washington State Department of Licensing. A passing grade will be granted for scores of 80% or greater. If a passing grade is not granted, the reader may retake the quiz. Be advised that the information contained in WSIADA's the Front Row is, to the best of our knowledge, current and correct. However, we caution readers not to use the information provided to them as final authority. Its purpose is to be a guide. Any legal advice should be regarded as general information. It is strongly recommended that one contact an attorney for counsel regarding specific circumstances. Some articles may express opinions and/or suggestions for best practices. Likewise, the appearance of advertisers or their identification as members of WSIADA, does not constitute an endorsement of the products or services featured.

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 ZeroSum's September 2025 report, why are used vehicles considered a strong option for buyers?

- A) They are unaffected by tariffs and offer affordability compared to high-priced new vehicles
- B) They always cost less than \$20K
- C) They are only popular during Labor Day promotions
- D) They have lower resale value than new vehicles

**2** What is the main reason Cox Automotive expects U.S. auto sales to decline slightly in late 2025 and 2026?

- A) Lower interest rates
- B) Price increases from new tariffs
- C) Increased competition from used cars
- D) Expired federal tax incentives

**3** Which type of vehicle will be subject to Washington State's new Luxury Sales Tax starting July 1, 2026?

- A) Vehicles purchased under \$50,000
- B) Vehicles purchased over \$100,000
- C) Commercial vehicles over 10,000 lbs
- D) All vehicles sold in the state

**4** What is one key benefit of a dealership having strong goodwill?

- A) Higher sales only
- B) Protection from regulatory investigations
- C) Guaranteed profits
- D) Avoiding all customer complaints

**5** Which of the following best explains why independent used car dealerships are attractive targets for AI-powered cyberattacks?

- A) They have the largest IT teams in the automotive industry
- B) They hold valuable customer data but often lack strong cybersecurity resources
- C) They sell more vehicles than large dealer groups
- D) They only use manual systems and avoid AI technology

**6** Why are some dealers concerned about recouping their EV investments?

- A) EV sales are expected to slow due to reduced tax incentives
- B) EV charging stations are inexpensive to install
- C) Consumers are losing interest in all vehicles
- D) OEMs are requiring fewer EVs

**7** What is the new Business & Occupation (B&O) Tax rate that will go into effect in Washington State on January 1, 2026?

- A) 0.45% of gross receipts
- B) 0.471% of gross receipts
- C) 0.5% of gross receipts
- D) 1% of gross receipts

**8** Which of the following is part of a compliance-management system?

- A) Complaint-management protocol
- B) Hiring more salespeople
- C) Expanding advertising budget
- D) Ignoring minor violations

**9** According to the article, how did U.S. OEMs help keep 2025 sales higher than expected?

- A) By reducing interest rates for buyers
- B) By absorbing some tariff costs instead of passing them to consumers
- C) By limiting EV production
- D) By raising sticker prices early in the year

**10** According to the article, how can dealers benefit from their EV investments long-term?

- A) Through service revenue, OEM incentives, and certified pre-owned EV sales
- B) By immediately selling all EVs at a profit
- C) By avoiding any investment in hybrids or plug-in hybrids
- D) By reducing the number of dealerships they operate

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