

RETURN

COMPLETED QUIZ TO
EDUCATION@WSIADA.COM



CIRCLE THE CORRECT ANSWER.

1 What is the key factor in building trust in the finance office?

- A. Offering the lowest prices
- B. Speeding up the closing process
- C. Using digital contracts only
- D. Following a consistent and transparent process

2 What is identified as a major factor keeping consumers from purchasing vehicles in 2026?

- A. Limited vehicle inventory
- B. Affordability constraints
- C. Lower interest rates
- D. Increased dealership fees

3 What does a dealer surety bond primarily protect?

- A. The dealership from theft and vandalism
- B. The dealership's inventory value
- C. Consumers and compliance with licensing laws
- D. The dealership's property and facilities

4 How much did consumer trust in dealerships increase from 2023 to 2025?

- A. From 44% to 56%
- B. From 50% to 69%
- C. From 44% to 69%
- D. From 61% to 86%

5 How does the 2025 Used Car Industry Report define an "active" used car dealer?

- A. Selling at least 1 vehicle per month
- B. Selling at least 3 vehicles per month
- C. Selling about 5 vehicles per month
- D. Selling over 10 vehicles per month

6 What is identified as a major challenge for modern automotive retailers?

- A. Lack of inventory
- B. Vendor overload
- C. Limited financing options
- D. Declining customer demand

7 What percentage of car buyers used both online and in-person methods in 2025?

- A. 54%
- B. 60%
- C. 67%
- D. 74%

8 What is identified as the main issue in the lawsuit against OneMain Financial?

- A. High interest rates
- B. Lack of loan availability
- C. How add-on products were presented
- D. Not offering enough add-on products

9 What is the average price of a used vehicle sold by independent dealers?

- A. \$15,000
- B. \$20,400
- C. \$27,000
- D. \$32,000

10 What is a key benefit of augmenting a dealership website instead of replacing it?

- A. Lower upfront design costs
- B. Faster website loading speed
- C. Preserving SEO authority & visibility
- D. Eliminating the need for marketing

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I have read and understand the disclaimer above.

Dealership Name

Motor Vehicle Dealer No.

Date

Quiz Taker's Name

Position

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