

References - Study Materials Brokers Exam

In addition to your knowledge of the Harbors & Navigation Code and the study materials provided in your packet, the exam may include references to the following subjects:

A. Lien laws:

- 1) Check w/county tax assessor for property tax lien date in your county
- 2) Harbors & Navigation Code Section 500-507 relates to the sale of a vessel with lien

B. Chapman:

Some items on the exam are taken from - *Chapman Piloting, Seamanship and Small Boat Handling Book - 63rd Edition*

Chapters to Study below are available on www.dbw.ca.gov website under Examination Study Materials.

Suggested Chapman References:

SECTIONS:

- Section 1: Boating Basics
Section 2: Safety First
Section 3: The Art of Seamanship

63rd Edition

CHAPTERS:

- Chapter 1: The Language of Boating
Chapter 3: The Safe Boat
Chapter 9: Seamanship Under Power

The examination will consist of the following categories:

Licensing – 25%

- I. Broker license regulations (general subcategory)
- II. Activities under the license (e.g., requirements and exemptions)
- III. Renewing or applying for sales or broker licenses
 - a) Temporary salesperson license
 - b) Branch office license
- IV. Penalties (e.g., suspension, revocation, fines)
- V. Bonding
- VI. Types of business entities
- VII. License handling (sales, broker, branch office)
- VIII. Violations of Yacht and Ship Brokers Act

Vessel Sales – 40%

- I. Vessel sales (general category)
- II. Transactional paperwork (Harbors & Navigation Section 721)
 - a) Listing agreements/general listings
 - b) Title search, registration, and documentation
 - c) Purchase agreement/counter offer
 - d) Closing statements
 - e) Disbursement of funds
 - f) Cooperative agreements
- III. Marine surveyors (e.g., conflict of interest)
- IV. Use and Property Taxes (e.g., Quantitative reasoning)
- V. Deposit checks
- VI. Fiduciary obligations
- VII. General knowledge of yachts (e.g. types of construction ...)
- VIII. Terminated sale
- IX. Misrepresentation/Coercion (Harbors & Navigation Section 732)

Brokerage Administration and Operations- 35%

- I. Trust account and/or escrow account
- II. Record Keeping, Retention, & DBW review
- III. III. Broker-Salesperson Relationship (including broker-broker)
- IV. Broker-Salesperson Agreement
- V. Supervisory responsibilities and Training
- VI. Listing advertising
- VII. Violations of Yacht and Ship Brokers Act
- VIII. Maritime liens and mortgages