

References - Study Materials Salespersons 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. 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 – 30%

- I. Licensing
- II. Activities under the license
- III. Temporary license
- IV. Renewing a license
- V. Penalties (e.g., suspension, revocation)
- VI. Broker-Salesperson Relationship
- VII. Violations of Yacht and Ship Brokers Act

Vessel Operation & Regulations – 20%

- I. Vessel regulations (general category)
- II. Vessel Safety (e.g., fire extinguisher, life preserver)
- III. Boating regulations (e.g., BUI, pollution)
- IV. Registration and documentation
- V. Vessel operation
- VI. General knowledge of yachts

Vessel Sales Process- 50%

- I. Vessel sales
- II. Transactional paperwork
 - a. Listing agreements/listings
 - b. Purchase offer/agreement
 - c. Closing statements
 - d. Definitions (e.g., co-op)
- III. Marine surveyors
- IV. Sales/Use and Property Taxes
- V. Deposit checks
- VI. Fiduciary obligations
- VII. Laws & Regulations
- VIII. Broker-Salesperson Relationship
- IX. Business transactions/operations
- X. Violations of Yacht and Ship Brokers Act
- XI. Section 732