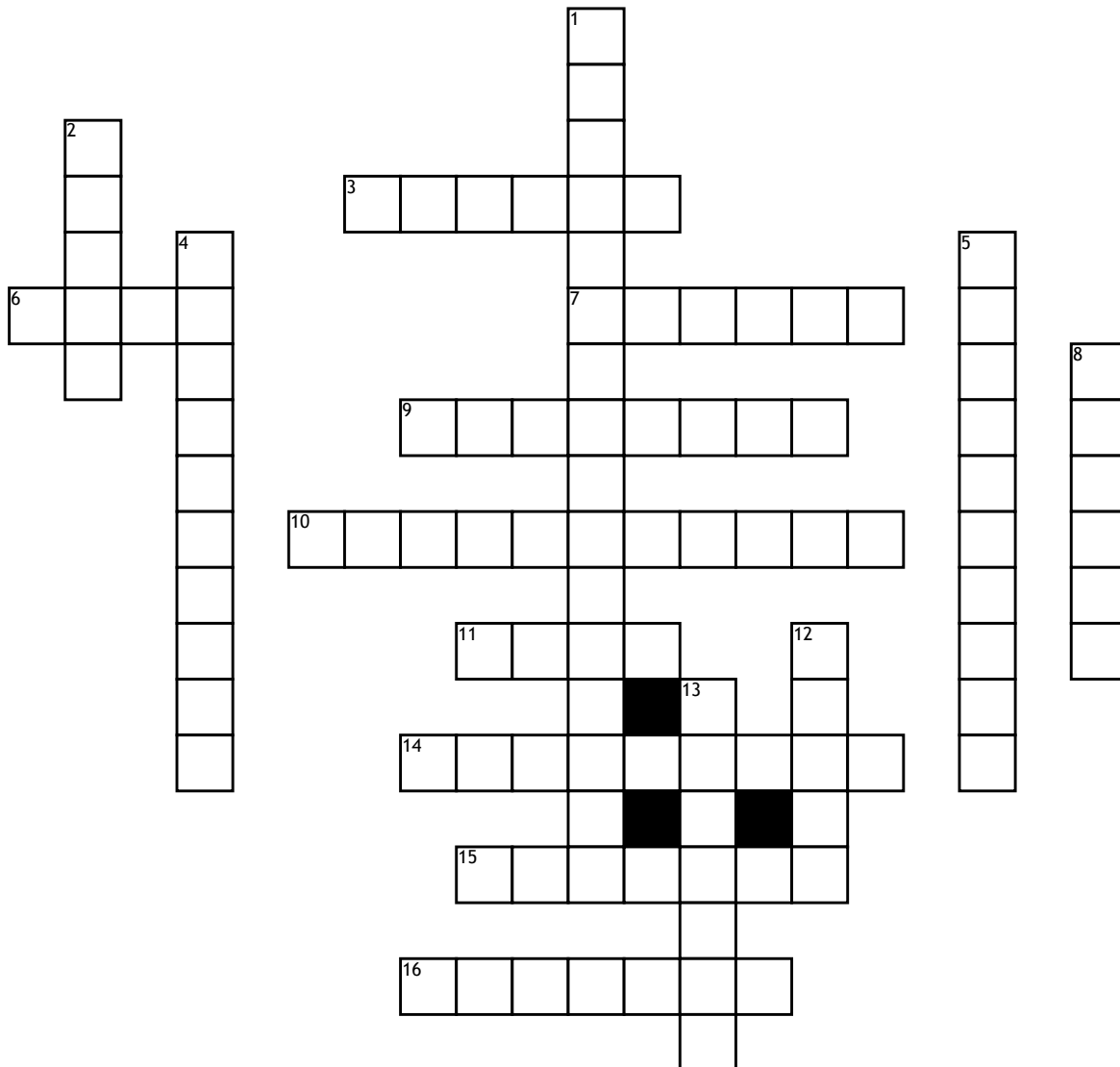


Name: _____

Date: _____

JOHN LEE NISSAN



Across

3. Charges intended to cover the cost of processing the paperwork involved in the sale of a car.

6. Full cost of vehicle from Manufacturer

7. referred to the cleaning of the interior and exterior of a vehicle.

9. A small percentage of a vehicle's cost that a manufacturer pays back to a dealership after the vehicle has been sold.

10. Cash paid up-front by a borrower to reduce the amount financed in a lease or loan.

11. The length of a lease or loan.

14. The amount borrowed.

15. The rate at which a car dealer acquires financing.

16. The amount a manufacturer charges its dealers for a car.

Down

1. Also known as a "service contract," it is an agreement to cover certain specific service and repairs beyond the life of the factory warranty.

2. Essentially a long-term rental

4. When you owe more on a loan than your vehicle is worth.

5. What does OTD stand for?

8. Large Nissan SUV with 3rd Row

12. having a car that you rent for a period of time

13. this department deals with all costs and money relating to dealership.