

Unlicensed Staff: Dealers' Roulette

Motor dealers who permit unlicensed staff to work on their premises are risking their licenses, a dangerous gamble. "It is surprising to us how many salespeople continue to defy the mandatory licensing requirement," said Earl Manning, Director of Licensing & Professional Development. "They know it is required but presume that they can get away with it until caught."

- ◆ **Salesperson licenses are mandatory for all customer-involved sales and office staff.**
- ◆ **Training courses are mandatory.**
- ◆ **Licensing and the courses are two separate processes.**
- ◆ **See page 2 for a list of course dates, venues and registration information.**

What they will face is the obligatory training course and backdated license charges to June 1, 2004, or to the day of their first employment, whichever comes later.

But dealers are responsible. They must demonstrate that they took all appropriate steps to ensure licensing and compliance. They risk fines, suspensions or even the cancellation of their motor dealer license. "It is not good enough for a dealer to plead ignorance, or to say they were lied to by staff," Manning said.



Vehicle Sales Staff Must Reside in British Columbia

In response to issues raised by Motor Dealer Council investigators, the Council has determined that only British Columbia residents can be permitted to sell motor vehicles. The Registrar, Ken Smith, issued a ruling to that effect which was posted to the MDC web site on November 1.

Salespeople who currently hold a valid MDC salesperson license and are not BC residents will be eligible to continue to work under their MDC license until its

annual expiry date, at which time the license will be cancelled unless a BC residence has been established.

At the time of licensing or renewals, proof of residency may be requested by an MDC licensing officer. Suitable documentation would be a copy of BC Driver's License or home utility bill such as BC Hydro, Terasen Gas, phone or property taxes indicating the home address.

Upcoming training courses with space available

The MDC Certified Sales Professional (CSP) Training and Certification Course is the approved course required to obtain a Sales Person License.

- **VICTORIA** - November 22-23,
Camosun College
- **SURREY** - December 7-8,
Douglas College
- **RICHMOND** - December 19-20,
Vancouver Airport Travelodge
- **PRINCE GEORGE** - December
14-15, Esther's Inn

Who must take a course?

All people who work in the following capacities within dealerships require a Salesperson License.

- New and Used Vehicle Sales
- Sales Managers
- Lease Office Staff
- Business Office Staff
- Internet Sales
- General Managers
- Dealer Principals

License application materials, the complete course schedule and registration form are all available on the MDC web site.

www.mdcbc.com