
Dealer and sales staff alert!

4,070 salesperson licences expire June 1

Renewal notices were mailed May 1 to 4,070 of British Columbia's motor vehicle salespeople, advising that their licences expire on June 1, 2006. Dealers are advised that it is illegal for anyone to engage in retail vehicle sales, or related financial and contractual services, without a valid licence.

These notices were mailed to the address that MDC has on file - most often a home address - for each salesperson. Anyone who has moved during the past year without informing MDC of the change will not likely receive their renewal notice. It is the responsibility of all salespeople to be properly licensed with a correct mailing address on file.

It's the law!

Anyone working without a valid salesperson licence is in contravention of the *Motor Dealer Act, the Salesperson Licensing Regulation and Directive 12* as issued by the Registrar of Motor Dealers. Dealers and salespeople will be held responsible for non-compliance.

Renew on-line

Licence renewal through the MDC web site is fast, easy and user-friendly. Visit www.mdcbc.com and follow the link. You must have a valid photo ID salesperson licence in order to use this service. The one year licence fee is \$150. Renew on-line for two years and save 10 per cent - pay \$270 rather than \$300.

Those who currently hold a conditional licence cannot renew on-line. They must complete and submit a hard copy renewal form, which will be reviewed by a licensing officer for outstanding issues and conditions.

Because the licence is issued by the MDC to the individual, and the high mobility within the industry, salesperson renewal notices are not sent to dealerships.

Dealers are encouraged to review the licence status of all people in retail sales positions, confirm expiry dates and ensure that renewals are efficiently processed on time. This includes people involved in new and used vehicle sales, dealer principals, general managers, sales managers, those engaged in Internet sales and the staff of business and lease offices. The MDC web site has a search that provides a list of salespeople who hold valid licenses at each dealership.

Renewals can be submitted by mail or courier to the MDC office or, for quicker service, salespeople can renew on-line through the MDC web site. Those renewing late will be assessed a \$30 late fee, rising to \$75 for anyone renewing more than 30 days late.

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