

Countdown to June 1:**Avoid late fees - 2,000 salesperson licences expire**

MDC advised early this month that over 4,000 salesperson licences would expire on June 1, an important anniversary in the recent history of the industry. Licensing and training of all salespeople became mandatory in British Columbia on June 1, 2004. As years pass, and licences are issued year round, the June 1 volume will lessen.

Since the early May *Bulletin*, a flood of renewal applications have come in, both on-line through the MDC web site (www.mdcbc.com) and in the mail. The volume is increasing day after day. Renewal applications received by fax or mail, date-stamped after June 1, will be charged a late fee of \$30. This increases to \$75 after 30 days. As long as submissions reach MDC on time, any volume-related delays in processing applications will not be subject to late fees or penalties.

The quickest and easiest way to renew is on-line: two-year renewals processed via the Internet receive a 10 percent discount.



All licensed dealers and salespeople with valid licences are listed at www.mdcbc.com.

Dealers take note:

Dealers employing salespeople who do not hold a valid salesperson licence are in contravention of the *Motor Dealer Act*, the *Salesperson Licensing Regulations* and *Directive #12*. Both dealers and unlicensed sales staff face penalties for violations.

Concern remains that some dealers feel they can hire a new person and try them out for a few months before applying for a licence or registering for the certification

course. In fact, the salesperson licence application must be submitted on or before the first day of employment that involves dealing with retail transactions.

Who would allow their child on a 16th birthday to start driving and drive for three or four months, before visiting a motor vehicle branch office to apply for a driver's licence? You don't drive without a driver's licence and you don't sell vehicles without a salesperson licence.