



Webinars save travel and time away from the dealership

Select areas offered Level I (basic) salesperson course online

The VSA is launching its first web-based course. The Facilitated Webinar Series is a web-based version of the Level I Salesperson Certification Course, which is required for all new salespeople. The course content, resource binder and exam requirements are identical to the classroom version. The online version provides the foundation for professional and legal selling in a series of five fully-interactive facilitated webinars.

The online webinars focus on the review and application of legislation vital to those working in the motor vehicle sales industry. Introduction to the legislation is done through online assignments that are available on demand at the new VSA Fasttracks website. Completion of the related self-study is essential to success in the webinars. The facilitated webinars, online homework and the locally supervised exam are offered during a two-week period. While the overall time commitment is similar to the classroom version, the flexibility of the online format was appreciated by the pilot session participants. One successful participant logged in for two of the webinar sessions from his hotel while on vacation! To maximize industry travel and accommodation savings, the initial web-based course capacity is restricted to registrations from outside the Lower Mainland, Victoria and Kelowna. Classroom courses will continue to be held regularly in Victoria, Kelowna and Surrey. Please see the VSA website for the current class schedules. Cost for the new webinar series is \$520. Classroom registration fees remain at \$420.

Course Requirements

A webinar series participant must meet the following requirements:

- A computer with Adobe Flash Player installed (on 99% of computers and free)
- A high-speed data connection (cable modem, etc.)
- Speaker phone or a hands-free headset (to call an 800 number)
- A quiet, individual place to work, such as an office with a door
- If working from home, undisturbed time at the computer
- A modest level of competence with computers and typing
- The ability to focus for up to two hours without being disturbed

Those who are unsure of their computer skills are encouraged to have a helper for the orientation self-study assignment and the orientation webinar.

If you have any questions about the course requirements, format or schedule, please contact Michelle at 604-574-5050 ext. 539.