



2,570 salesperson licences expire June 1

Dealers must ensure all sales and customer-involved office staff are licensed

Licence renewal notices were mailed May 7th to a third of all salespeople in British Columbia.

If any of your sales staff with a June 1, 2013 renewal date have not received their renewal notice in the mail, they can renew online without the form. Otherwise, please have them contact the VSA office for assistance. The most efficient way to contact the VSA office during this busy period is by email at salespersonlicensing@mvsabc.com or by fax at 604-575-5883. Phone messages left at 604-575-7256 will be answered as quickly as possible.

Vital information:

- **It's the law** - Anyone working without a valid salesperson licence is in contravention of the *Motor Dealer Act*, the Salesperson Licensing Regulation and Section 2.11 of the VSA General Guidelines. In addition, every motor dealer licence is issued conditional upon full compliance with salesperson licensing requirements. Dealers and salespeople will be held responsible for non-compliance.
- **Motor dealers are responsible** - You must ensure that everyone with direct customer contact related to sales at your dealership is licensed - all salespeople, dealer principals, general managers, sales managers, those engaged in Internet sales and the staff of business and lease offices.
- **See if your sales staff are properly registered** - Check the [VSA website](#) under the heading "[Search for Dealers and Salespeople](#)" to see the list of licensed salespeople at each dealership, and the expiry date of their current licence.
- **Renew online** - This is the fastest and simplest way to do it. See the [website](#) for details. Online renewals are eligible to renew for 2 years at a reduced fee.

New board members appointed to Salesperson Advisory Committee

With the start of new terms for many members of the VSA board, two new representatives have been appointed to the Salesperson Advisory Committee. This expands the number of board members in a position to learn from and share with the committee members from two to three. Moray Keith, President of Dueck Auto Group, will serve as Chair. Nairn McKenna, owner of Company of Cars in Vancouver and the newest board member, has also joined the committee. Dr. Don Nixdorf will continue to serve, assuring continuity.

The committee will meet on June 11. A call for agenda items and a full committee roster will follow in a later Bulletin. Details about the committee can be found on the [VSA website](#).