



Attention all salespeople:

Regional Representatives Needed

If you would like the chance to share your industry concerns and ideas, the VSA Salesperson Advisory Committee is now accepting applications for membership.

To give a voice to the industry's 6,700 licensed salespeople, the VSA Board of Directors created the Salesperson Advisory Committee in 2007. The aim of the Committee is to provide ongoing advice and comments to the VSA Board and management. Topics will include VSA activities and policies, as well as industry issues, as seen through the eyes of experienced salespeople.

The committee will meet no more than two times per year. Committee members will have their travel costs reimbursed to allow for full participation from around the province. A \$200 honorarium will also be paid for face-to-face meetings. Future meetings may be held by video conference.

In order to hear from all corners of the province, members will be selected geographically based on the following formula:

- i. Three from the Lower Mainland
- ii. One from Vancouver Island
- iii. One from the Interior
- iv. One for the North, and
- v. One from the Kootenays

The Board of Directors is seeking members from Vancouver Island, the Interior, and the Kootenays. Applicants need to be currently licensed.

Interested candidates need to send a brief expression of interest by Friday, September 28, 2012. Additional information will then be sent. Expressions of interest can be emailed to Amelia@mvsabc.com or mailed to the following address:

Motor Vehicle Sales Authority of British Columbia
208-5455 152 St.
Surrey, B.C., V3S 5A5
Attention: Amelia

CarProof Disclosure Form Hits the Mark

CarProof recently added a one-page disclosure form as part of their detailed Vehicle History Report. The form includes essential details that need to be disclosed to a buyer:

- Odometer records
- Previous usage
- Prior damage
- Registration history
- Minimum safety requirements, and more

The form does not replace the required declarations on a sales agreement. Instead, it makes it easier to prove that every important detail that is included in a full multi-page report was reviewed with the buyer.

Even if you choose to give a buyer a complete vehicle history report using a different system, the CarProof report offers a great guide to what should be disclosed. Answering all of the questions on the CarProof form, and sharing that information with a buyer, is a best practice that will help protect your dealership.

You can see a sample of the disclosure form here:

[PDF](#) [CarProof Disclosure Form](#)