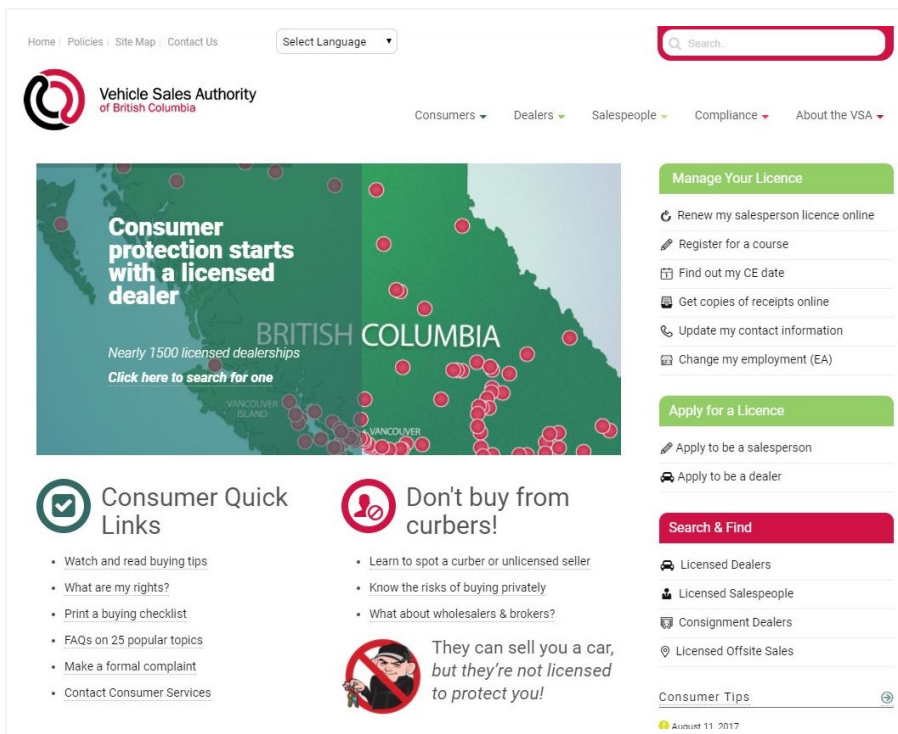


Vehicle Sales Authority Website Upgrades

The Vehicle Sales Authority is excited to announce our latest website upgrades. Based on your suggestions, it is now more clear, more informative and easier to use than ever. Visit us at vehiclesalesauthority.com for more.



Home | Policies | Site Map | Contact Us | Select Language

Vehicle Sales Authority of British Columbia

Consumers | Dealers | Salespeople | Compliance | About the VSA

Consumer protection starts with a licensed dealer
 Nearly 1500 licensed dealerships
 Click here to search for one

Manage Your Licence

- Renew my salesperson licence online
- Register for a course
- Find out my CE date
- Get copies of receipts online
- Update my contact information
- Change my employment (EA)

Apply for a Licence

- Apply to be a salesperson
- Apply to be a dealer

Search & Find

- Licensed Dealers
- Licensed Salespeople
- Consignment Dealers
- Licensed Offsite Sales

Consumer Tips

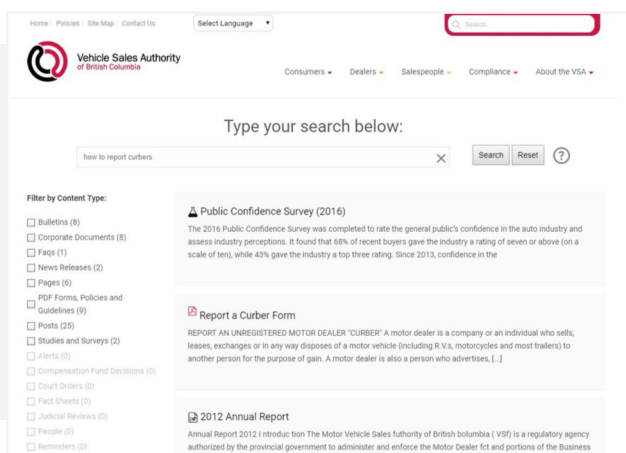
August 11 2017

Improved Search

The standard search now reaches into all PDF documents on the website and automatically suggests a short list of locations. A complete list of all the webpages, decisions, guidelines and other locations of the search term can also be found.

Home Page Redesign

The links and forms that are used most often by Dealers and Salespeople are now front and center. No hunting through a drop down menu is needed.



Home | Policies | Site Map | Contact Us | Select Language

Vehicle Sales Authority of British Columbia

Consumers | Dealers | Salespeople | Compliance | About the VSA

Type your search below:

how to report curbers

Filter by Content Type:

- Bulletins (8)
- Corporate Documents (8)
- Facts (1)
- News Releases (2)
- Pages (6)
- PDF Forms, Policies and Guidelines (9)
- Posts (25)
- Studies and Surveys (2)
- Alerts (1)
- Compensation Fund Decisions (2)
- Court Orders (3)
- Fact Sheets (3)
- Judicial Reviews (3)
- People (1)
- Reminders (2)

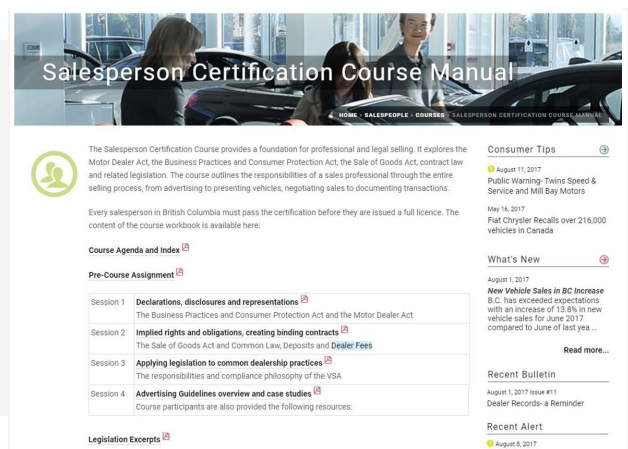
Public Confidence Survey (2016)
 The 2016 Public Confidence Survey was completed to rate the general public's confidence in the auto industry and assess industry perceptions. It found that 68% of recent buyers gave the industry a rating of seven or above (on a scale of ten), while 43% gave the industry a top three rating. Since 2013, confidence in the

Report a Curber Form
 REPORT AN UNREGISTERED MOTOR DEALER "CURBER" A motor dealer is a company or an individual who sells, leases, exchanges or in any way disposes of a motor vehicle (including R.V.s, motorcycles and most trailers) to another person for the purpose of gain. A motor dealer is also a person who advertises, L...

2012 Annual Report
 Annual Report 2012 | Introduction The Motor Vehicle Sales Authority of British Columbia (VSA) is a regulatory agency authorized by the provincial government to administer and enforce the Motor Dealer Act and portions of the Business

Advanced Search

Looking for a Bulletin or compliance decision on a particular topic? You can now focus your search to one or more of the 18 website categories.



Salesperson Certification Course Manual

HOME | SALESPEOPLE | COURSES | SALESPEOPLE CERTIFICATION COURSE MANUAL

The Salesperson Certification Course provides a foundation for professional and legal selling. It explores the Motor Dealer Act, the Business Practices and Consumer Protection Act, the Sale of Goods Act, contract law and related legislation. The course outlines the responsibilities of a sales professional through the entire selling process, from advertising to presenting vehicles, negotiating sales to documenting transactions.

Every salesperson in British Columbia must pass the certification before they are issued a full licence. The content of the course workbook is available here:

Course Agenda and Index

Pre-Course Assignment

Session 1 **Declarations, disclosures and representations**
 The Business Practices and Consumer Protection Act and the Motor Dealer Act

Session 2 **Implied rights and obligations, creating binding contracts**
 The Sale of Goods Act and Common Law, Deposits and Dealer Fees

Session 3 **Applying legislation to common dealership practices**
 The responsibilities and compliance philosophy of the VSA

Session 4 **Advertising Guidelines overview and case studies**
 Course participants are also provided the following resources:

Legislation Excerpts

Consumer Tips

- August 11, 2017
Public Warning: Twins Speed & Service and Mill Bay Motors
- May 16, 2017
Fiat Chrysler Recalls over 216,000 vehicles in Canada

What's New

- August 1, 2017
New Vehicle Sales in BC Increase
B.C. has exceeded expectations with an increase of 13.8% in new vehicle sales for June 2017 compared to June of last year...

Recent Bulletin

- August 1, 2017 New #1 Dealer Records - a Reminder

Recent Alert

- August 8, 2017

Certification Course Manual Now Online for Reference

Find the content of the course workbook [here](#).