



## 2018 Motor Dealer Act Amendments Part 4 of 4

Changes began with the passage of the *Motor Dealer Amendment Act* in May 2016. Some [portions of the Act](#) came into force immediately, but key features come into force this year. New licensing categories and [licensing fees](#) as of April 1 include:

### Wholesalers

Individuals and companies selling, exchanging or disposing of used vehicles to a dealer or another wholesaler in the course of business will require:

- Background and criminal record checks
- Courses on vehicle legislation, including minimum vehicle requirements
- The use of a wholesale sales agreement
- Disclosing information about the vehicles being sold and recording it on the sales agreement
- Minimum recordkeeping and record retention for at least two years
- Business premises that meet local government bylaws

### Broker Agents and Broker Agent Representatives

Broker Agents and Broker Agent Representatives in the business of assisting consumers to acquire vehicles will require:

- A written agreement with every consumer similar to a consignment sales agreement
- Acting in the best interest of the consumer while not violating the restrictions to their authority to act
- Disclosing a conflict of interest and ending the relationship with the buyer
- Not collecting any fees or commissions from the seller

### In addition:

- Every Broker Agent must employ at least one Broker Agent Representative
- Every Broker Agent Representative must complete courses that include the law of agency, the duties of an agent, the *BPCPA* and other motor vehicle legislation.

[Part 1 Motor Dealer Act administrative penalties as of January 1](#)

[Part 2 Motor Dealer Customer Compensation Fund changes](#)

[Part 3 eCommerce, inventory defined and Motor Dealer Act exemptions as of April 1](#)

**The VSA Strategic Business Plan for 2018-2019 to 2020-2021 is now available on the VSA website.**

