

Motor Dealer Online Sales

What you need to know

As mentioned in our previous bulletin, recent amendments to the *Motor Dealer Act* were made to allow dealers to conduct sales electronically. As more dealers are turning towards online sales models, [here are some key considerations for you to know](#).

Fraud and ID Theft

Be aware of the risks associated with online sales and sales to remote customers. The VSA has been advised by both local police agencies and other Canadian jurisdictions that there has been an increase in the number of transactions involving fraud and ID theft, especially those that are out-of-province. Dealers are encouraged to explore third party identification verification services that are available to businesses to mitigate some of the risk.



Distance Sales Webinar

The Distance Sales Webinar is back by popular demand, and will be held on **Friday, April 24th at 12pm PST**.



Registrar of Motor Dealers, Ian Christman and VSA Learning Specialist, Aaron Solly, will be hosting another identical session, giving you a detailed overview of the regulatory requirements associated with distance sales, and answering your questions. We'll also partner with [Thoughtexchange](#) to provide us with the opportunity to hear your thoughts. Not only will you be able to share your feedback confidentially in real time, you'll see what's on the mind of your fellow attendees too.

If you would like to attend this live webinar at no charge, please [send us an email here](#) indicating your interest no later than noon, Thursday, April 23rd. Please note that space is limited.

If you can't join us live, please [email us here](#) to let us know that you would like the recorded webcast to watch at your convenience.

Farewell to Loree Gray

Loree Gray, President and CEO will be leaving the VSA effective June 19th. Loree has accepted a new role in Calgary, joining Alberta Central Credit Union as Chief Strategy, Transformation & People Officer. Loree has made a significant impact in her two years with the VSA – charting a new course to enhance the relationship the VSA has with industry, as well as making significant improvements to the operating efficiency of the organization. We would like to thank Loree for her contribution and wish her well as she pursues her next chapter both professionally and personally!



The VSA Board of Directors has begun the search for a replacement, please stay tuned for an announcement in due course.

Mark Bakken, Chair
VSA Board of Directors

Questions? Contact the Communications team at communications@mvsabc.com

