



# Top 10 Reasons To Trust & Buy from a Licensed Motor Dealer

1. **A Licensed Motor Dealer** is a business that recognizes and conforms with:

- The Motor Dealer Act and Regulations
- The Businesses Practices & Consumer Protection Act
- The Financial Institutions Act
- The Competition Act
- The Sale of Goods Act
- Motor Vehicle Act

The legal requirements and rights of consumers under these laws have been incorporated into a licensed motor dealer's standard purchase agreement. There are **no** such written agreements when dealing with an unlicensed motor dealer.

2. **A Licensed Motor Dealer** commits that the business and sales personnel you are dealing with are regulated and licensed by the Motor Vehicle Sales Authority of British Columbia (VSA), an administrative authority delegated by the provincial government to administer and enforce laws specific to the sale of motor vehicles. The law does **not** offer the same protection to you when you buy from an unlicensed motor dealer.

3. **A Licensed Motor Dealer** is a business that pays into The Motor Dealer Customer Compensation Fund, established to reimburse consumers who have suffered an eligible loss in relation to a vehicle purchase, lease or consignment sale while dealing with a licensed Motor Dealer. This fund is **not** available if you buy from an unlicensed motor dealer.

4. **A Licensed Motor Dealer** is a business that employs only licensed salespeople to sell motor vehicles. To become licensed, salespeople must take training and pass an exam administered by the VSA, about their legal obligations to consumers and the legal requirements to sell a motor vehicle in B.C. This level of professionalism and protection is **not** guaranteed to a consumer buying from an unlicensed motor dealer.

5. **A Licensed Motor Dealer** is your best guarantee that in the unlikely event a problem develops, you are protected under the Business Practices & Consumer Protection Act and the Motor Dealer Act, administered by the VSA. There is **no** similar protection if you buy from an unlicensed motor dealer.

6. **A Licensed Motor Dealer** is required to disclose if a vehicle has been registered out of province, used as a lease or rental car, or as a taxi, police or emergency vehicle or has been damaged over certain limits. The VSA can **only enforce** these requirements over Licensed Motor Dealers.

7. **A Licensed Motor Dealer** gives you peace of mind by guaranteeing that all vehicles it sells are free of liens.

8. **A Licensed Motor Dealer** commits that the licensed salesperson is dedicated to helping you find and purchase the right vehicle to meet your needs. By building a positive relationship with a salesperson you will have a contact at the dealership in case you require after sales service.

9. **A Licensed Motor Dealer** has a large investment in their personnel, operations, reputation and in their communities. You know where to find them when you need them.

10. **A Licensed Motor Dealer** offers options such as taking your old vehicle on trade, offering financing and a variety of insurance products to protect your investment.

**The ARA of BC is a founding stakeholder of the Vehicle Sales Authority.  
The ARA of BC has been proudly serving its members and the motoring public since 1951.**

For more information on the VSA please visit  
[www.vehiclesalesauthority.com](http://www.vehiclesalesauthority.com)



Motor  
**Vehicle Sales Authority**  
of British Columbia