



Vehicle Safety Circular

Salesperson's Permit Requirements

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This notice serves as a reminder of an important legislative requirement that affects all dealer permit holders. It is mandatory that every individual involved in any aspect of a vehicle sale from a dealer must hold a valid salesperson's permit.

According to The Drivers and Vehicles Act, a salesperson is defined as a person employed or otherwise engaged by a dealer to buy and sell motor vehicles, or trailers, or to negotiate agreements to buy and sell motor vehicles, or trailers, on the dealer's behalf.

Section 96(2) of *The Drivers and Vehicles Act* states:

No person shall act as a salesperson of a dealer unless the person holds a valid salesperson's permit issued by the registrar under this Part authorizing the salesperson to sell vehicles for the dealer.

Ensuring all persons engaged by dealer permit holders as salespersons have the requisite Salesperson's permit is crucial to ensure compliance with Manitoba regulations and to maintain the integrity and professionalism of vehicle sales operations within Manitoba. It applies to all persons engaged in activities such as negotiating sales, securing deposits, preparing contracts, and finalizing transactions.

Please ensure that all individuals involved in buying and selling vehicles and all those involved as auto brokers/subprime lenders, including in combination with leasing them, possess the necessary salesperson's permits for each dealership they represent. Failure to comply with this requirement may result in regulatory actions, including fines or suspension of your dealer permit.

If you have any questions or need assistance in obtaining salesperson's permits for your staff, please do not hesitate to contact our office at 204-985-0920. We are here to support you in meeting these regulatory obligations.

Thank you for your prompt attention to this matter and for your continued cooperation.

Manitoba Public Insurance | Vehicle Safety

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