

## ***Now That You're Qualified...***

You are encouraged to apply for your license as soon as possible after becoming associated with a licensed motor vehicle dealer. Once you become associated with a licensed dealership, the quickest way to complete the licensing process is to either deliver or send the application materials and payment directly to the Board's office. You may send the materials by overnight mail with a prepaid return, or you can visit our office to receive the license in person. Please note that your "Certificate of Qualification" is **not** a license to sell vehicles. Perspective salespeople must be licensed in the name of a dealership before they can sell.

While your license application is being processed, you may begin on-the-job training. You are permitted to greet customers, show, and test-drive vehicles with potential customers. However, you may not initiate or enter into negotiations for the sale of the vehicle, nor receive a commission for its sale. Many potential licensees have found observing licensed and experienced dealer and sales staff as a means of avoiding mistakes down the road. Once your application is approved and sent to you at the dealership where you are employed, then you can begin to sell motor vehicles.