

Continuing Education Regulations

Beginning January 1, 2006, the dealer-operator of any new independent motor vehicle dealership is required to successfully complete a course of study before they will be allowed to take the independent dealer-operator qualification test at any DMV Customer Service Center.

The independent dealer-operator is the individual who is responsible for the day-to-day operations of used car businesses. In most cases this is the owner.

Since January 1, 2006, over 1,200 individuals have taken the two-day course. Many of those who have taken the class are already in the motor vehicle sales business, including title clerks, dealer-operators, salespersons, owners and employees of new car dealers. These individuals see the value in continuing their education. With the success of this course, the Board believes it should explore additional educational requirements.

Federal and state laws and court decisions are in constant change. Continuing education will not only help used car dealers keep up with these changes, but also refresh their knowledge of "old" laws and regulations.

Educated dealers are less likely to have problems with consumers and regulators. In addition, education enhances the professionalism of the motor vehicle sales industry

The Board is in the early stage of exploring how we may mandate and deliver continuing education for independent (used) motor vehicle dealer-operators. Major issues to be considered , include how often dealers should be required to complete an educational requirement; the methods for delivering classes and the impact upon the dealer community and consumers.

The Board is seeking your ideas and comments as we develop draft regulations.

Your comments and suggestions should be directed to:

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Comments will be accepted until September 5, 2008

We also invite you to attend a Public Hearing that will be held at Department of Motor Vehicles (DMV) Headquarters at 2300 West Broad Street, Richmond, Virginia 23220 on August 21, 2008

