

Occupational Licensing Study 50 State Comparison

The State Board of Vehicle Manufacturers,
Dealers, and Salespersons

Vehicle Salesperson
Vehicle Representative



Presented by the Pennsylvania
Department of State

2020

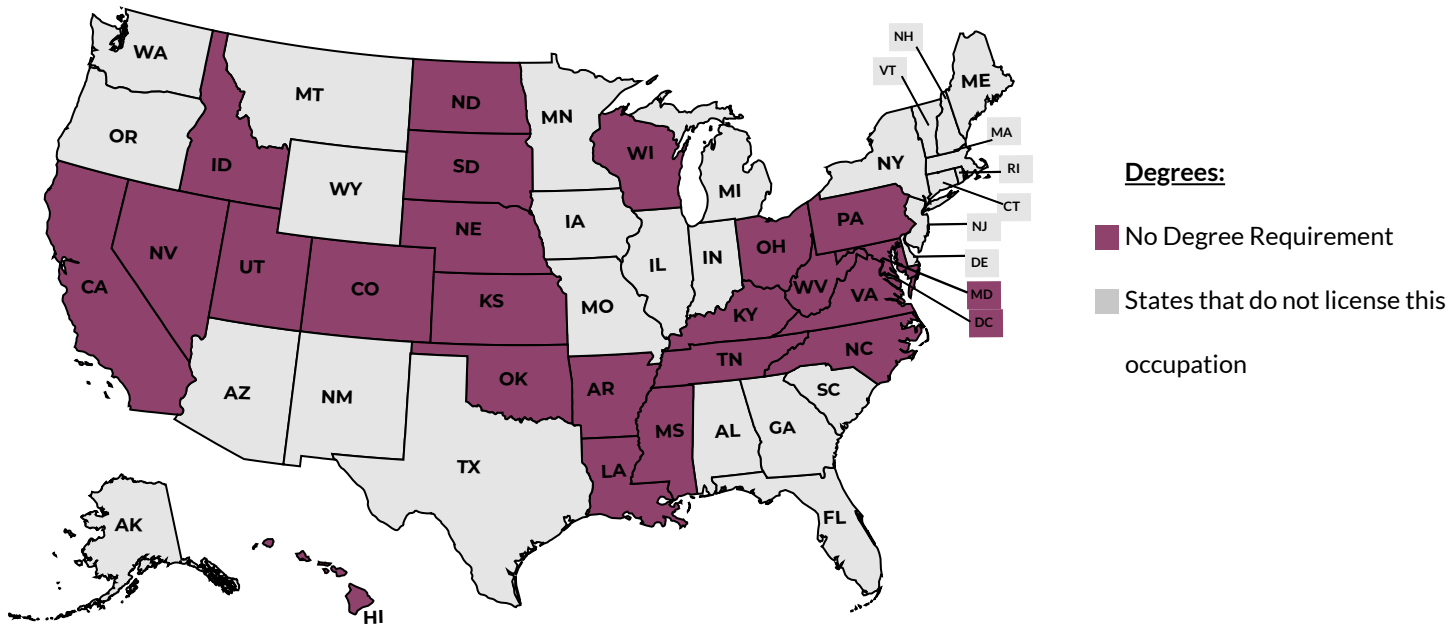
Vehicle Salesperson

Any person who, for a commission compensation or other consideration, is employed by a dealer to buy, sell, or exchange one or more new or used vehicles.

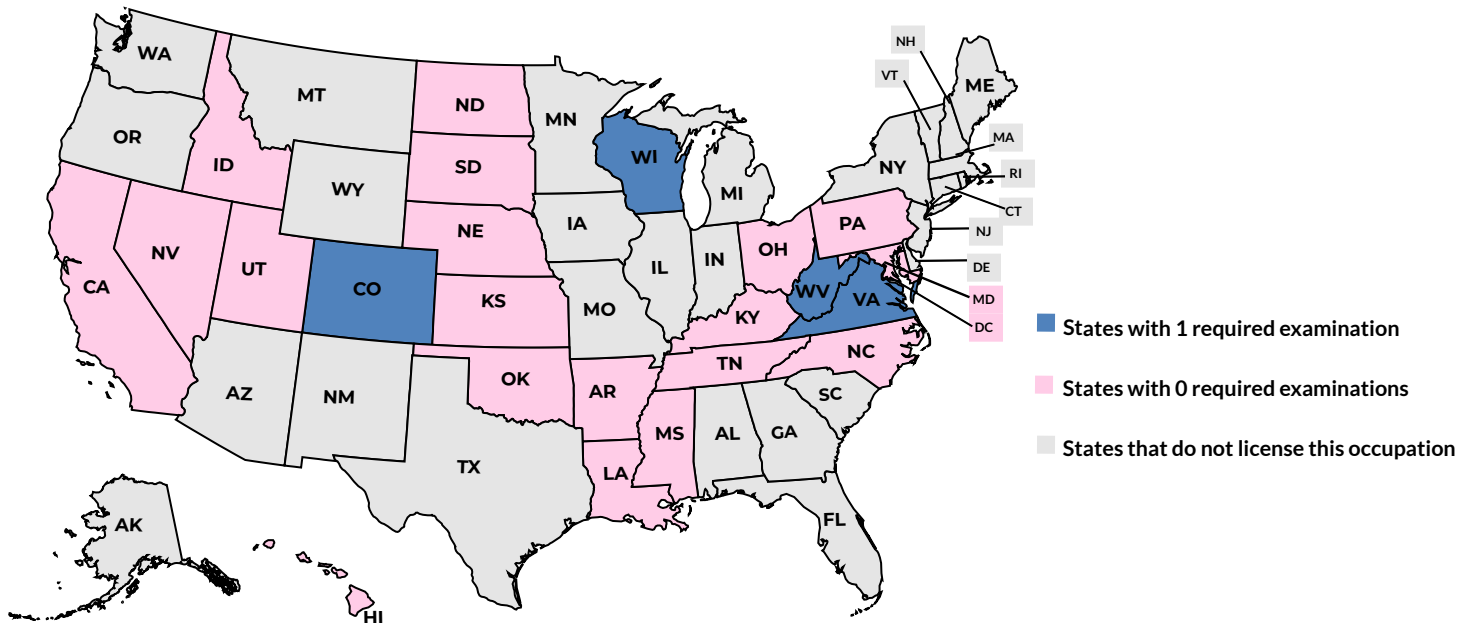
Vehicle Representative

Any representative employed by a manufacturer or distributor for the purpose of making or promoting the sale of its vehicle or for supervising or contacting its dealer or prospective dealers.

Vehicle Salesperson Degree Requirement

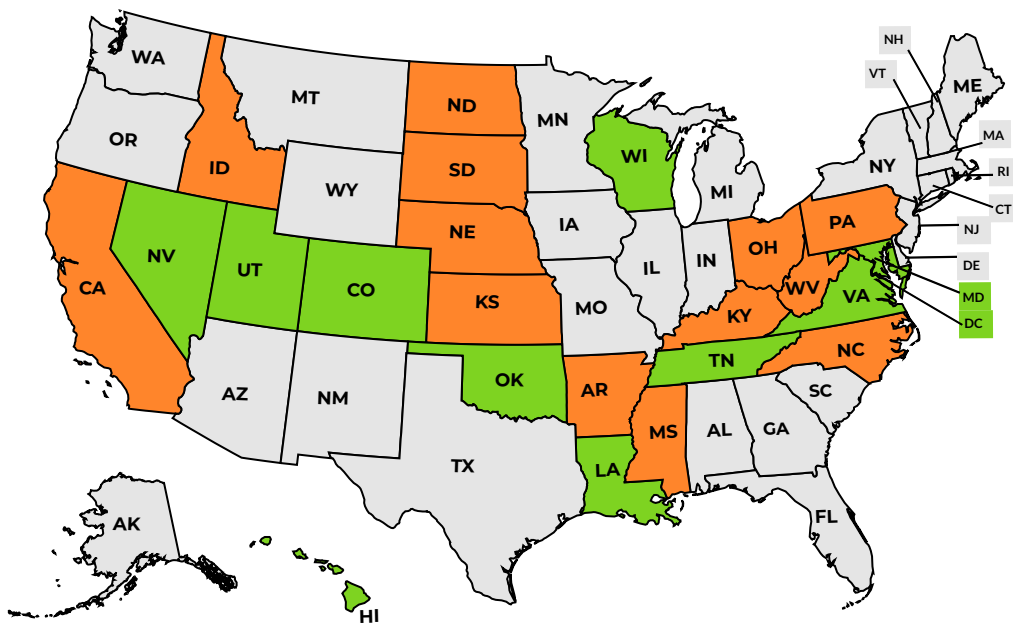


Examination Requirement



Vehicle Salesperson

Good Moral Character Requirement



State has Good Moral

Character Requirement for

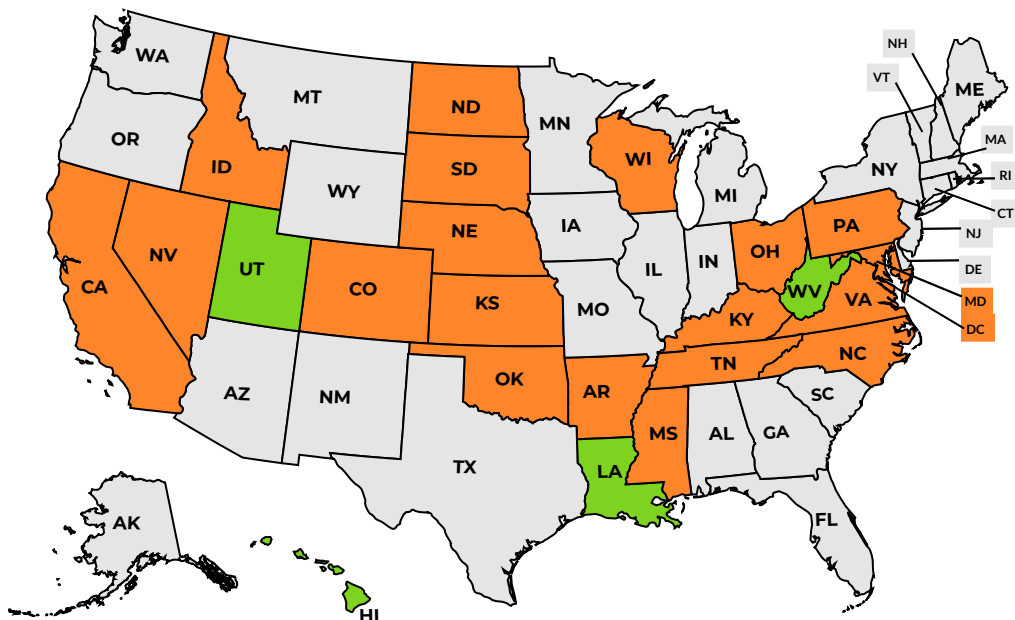
Licensure:

Yes

No

States that do not license this occupation

Citizenship or Eligible Employment Status



State requires US citizenship or

proof of eligible employment

status for licensure:

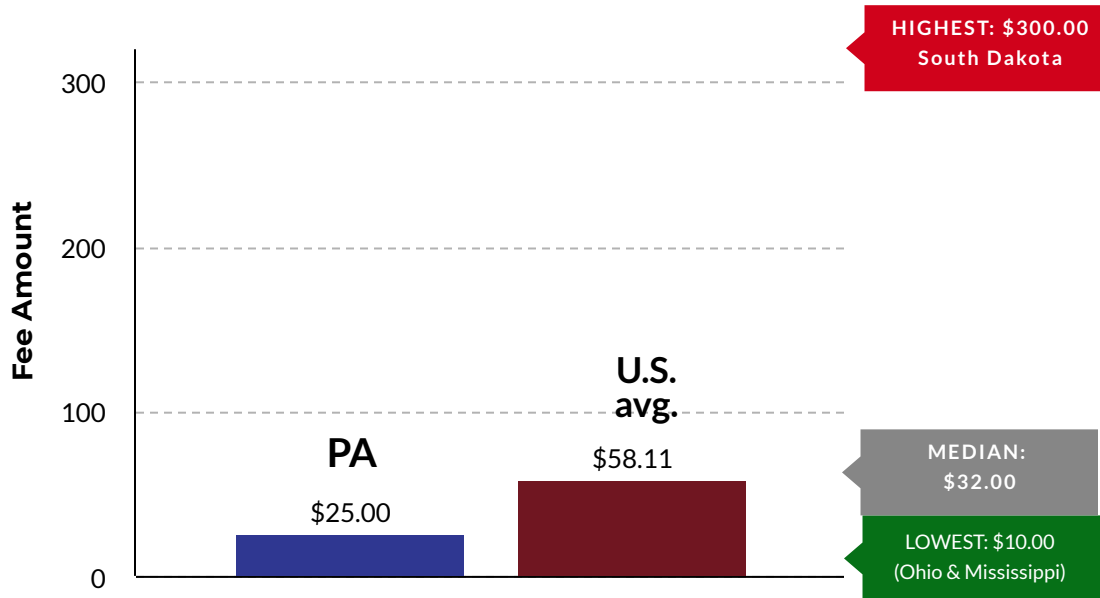
Yes

No

States that do not license this occupation

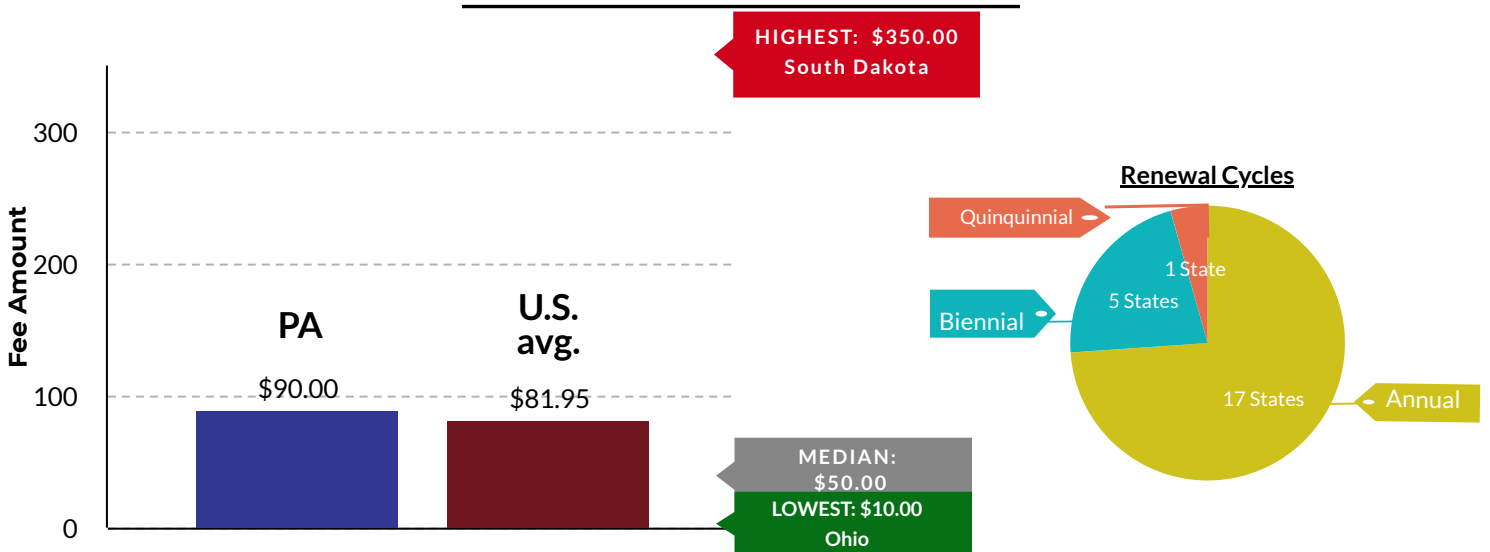
Vehicle Salesperson

Initial Licensing Fee



* Initial licensing fee comparison excludes examination fees, background check fees, and finger printing fees.

Renewal Fees



*To allow for comparisons, all fees have been adjusted to biennial renewal cycles

West Virginia is the only state with a Quinquennial renewal cycle.

27 states do not license vehicle salespeople.

Vehicle Salesperson

States that license Vehicle Salespersons

States that license

Arkansas
California
Colorado
Hawaii
Idaho
Kansas
Kentucky
Louisiana
Maryland
Mississippi
Nebraska
Nevada
North Carolina
North Dakota
Ohio
Oklahoma
Pennsylvania
South Dakota
Tennessee

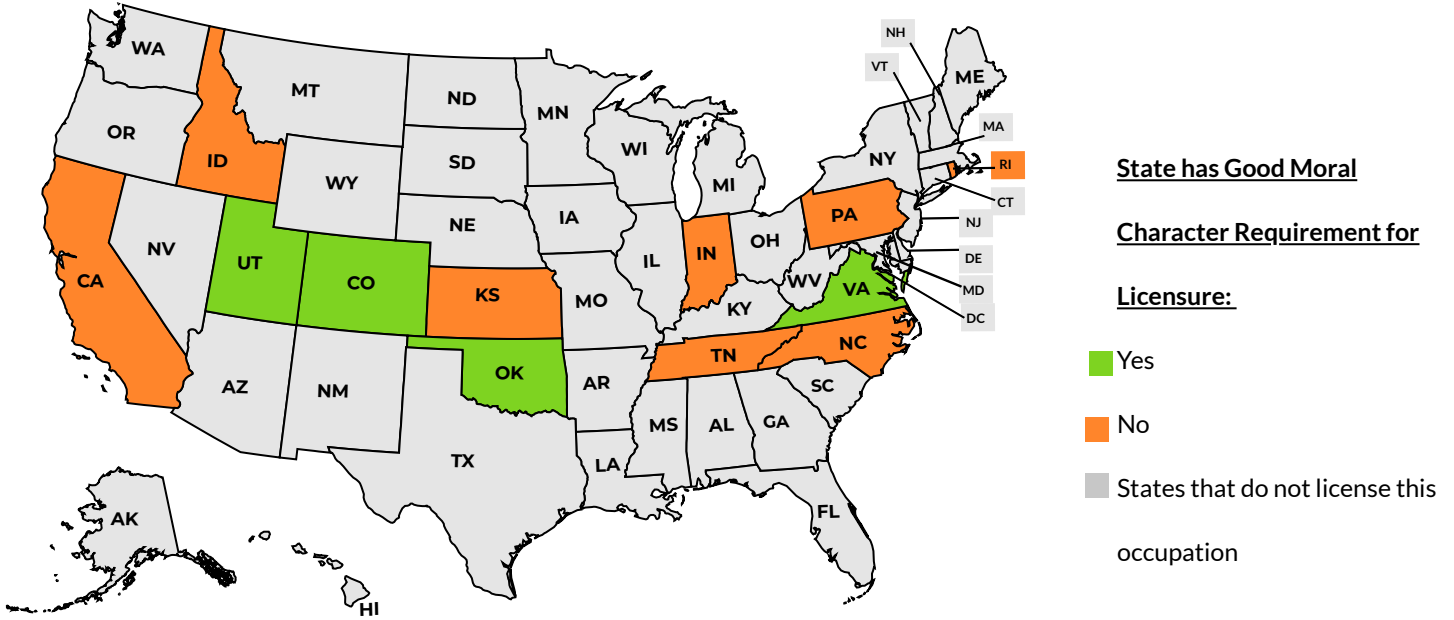
Utah
Virginia
West Virginia
Wisconsin

States that do not license:

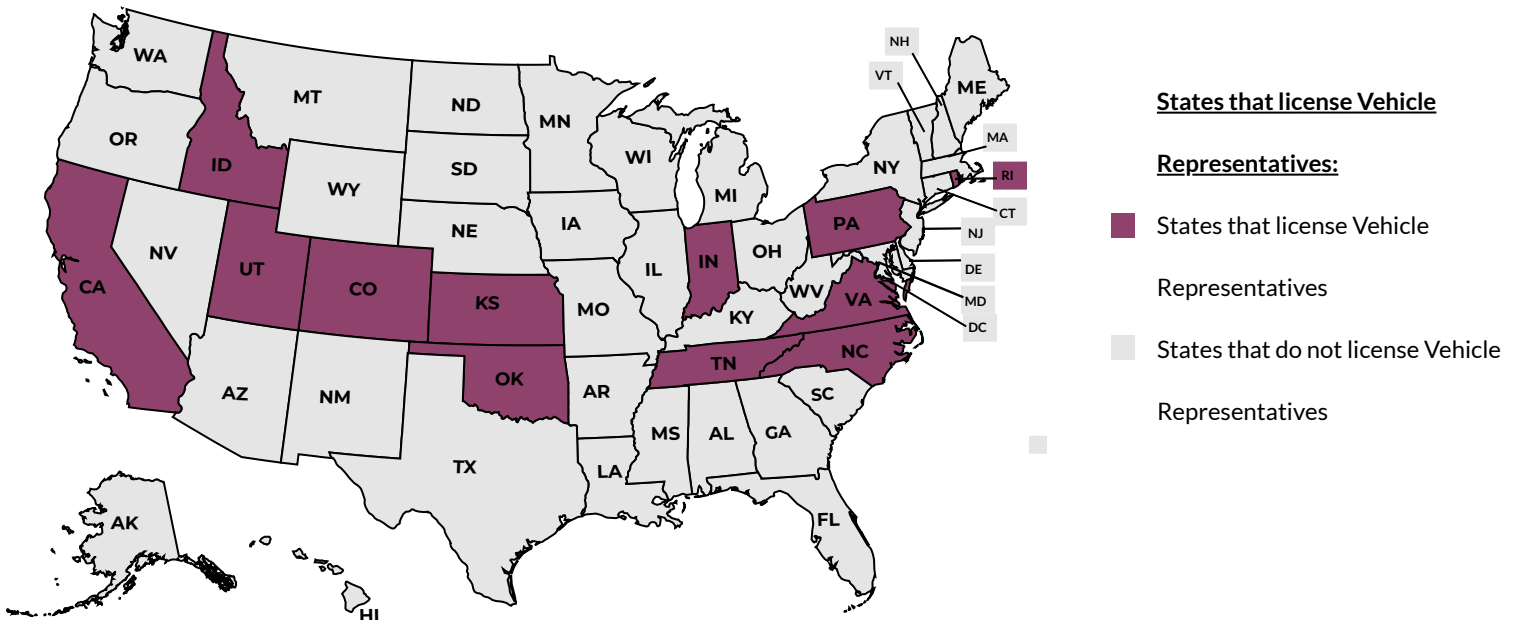
Alabama
Alaska
Arizona
Connecticut
Delaware
Florida
Georgia
Illinois
Indiana
Iowa
Maine
Massachusetts
Michigan
Minnesota
Missouri
Montana
New Hampshire
New Jersey
New Mexico
New York
Oregon
Rhode Island
South Carolina
Texas
Vermont
Washington
Wyoming

Vehicle Representative

Good Moral Character Requirement

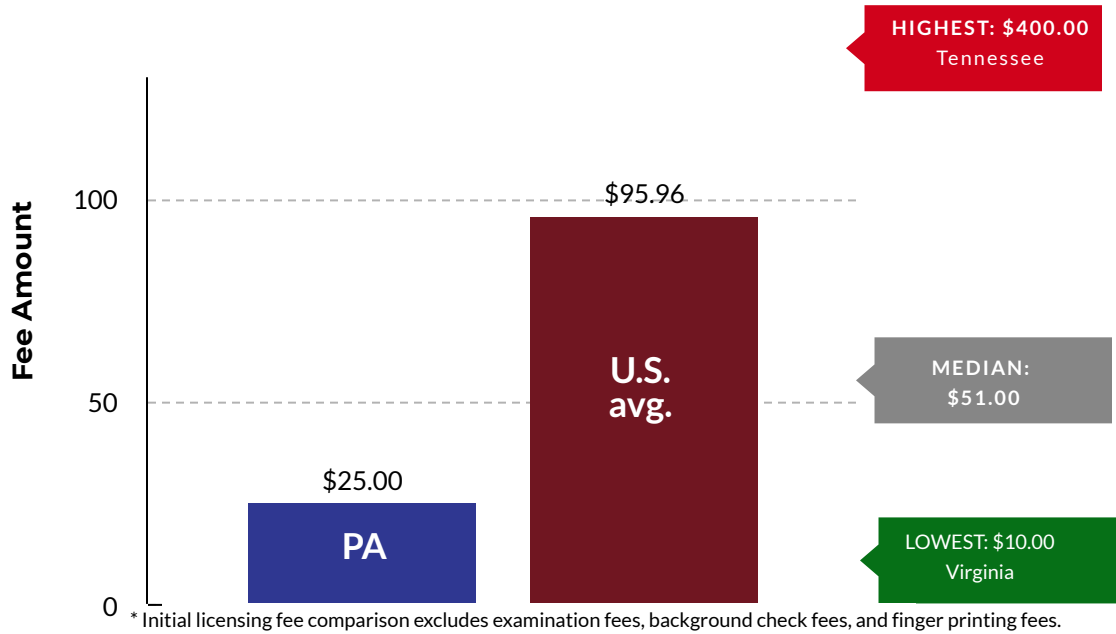


States that license Vehicle Representatives

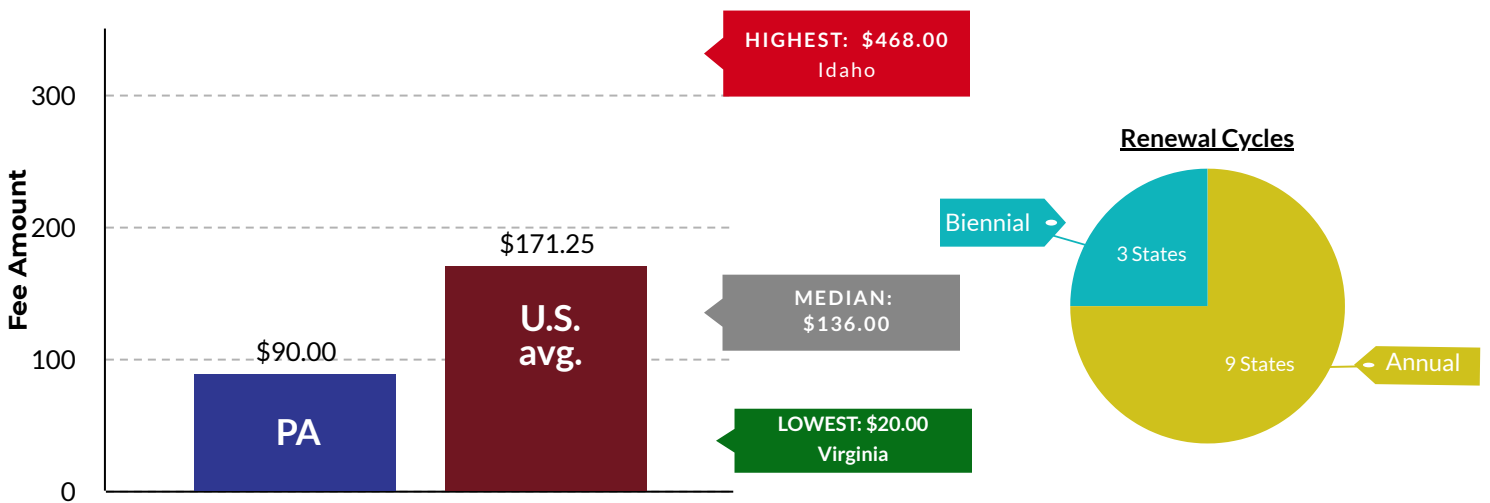


Vehicle Representative

Initial Licensing Fee



Renewal Fees



*To allow for comparisons, all fees have been adjusted to biennial renewal cycles

Sources: State Licensing Boards

Arkansas
<https://www.dmv.org/ar-arkansas/buysell/car-dealers/salesperson-license.php>

California
<https://www.dmv.ca.gov/portal/dmv>

Colorado
<https://www.colorado.gov/pacific/enforcement>

District of Columbia
<https://dcra.dc.gov/service/get-motorvehicle-salesperson-license>

Hawaii
<https://cca.hawaii.gov/pvl/>

Idaho
<https://www.dmv.org/id-idaho/buysell/car-dealers/salesperson-license.php>

Indiana
https://www.in.gov/sos/dealer/files/IC_9-32.pdf%20https://www.in.gov/sos/dealer/3935.htm%20https://www.in.gov/sos/dealer/2383.htm%20

Kansas
<https://www.ksrevenue.org/dovindex.html>

Kentucky
<https://mvc.ky.gov/Pages/DealerRequirements.aspx>

Louisiana
<https://lumvc.louisiana.gov/>

Maryland
<https://www.dmv.org/md-maryland/buysell/car-dealers/salesperson-license.php>

Mississippi
<https://www.mmv.ms.gov/SitePages/Home.aspx>

Nebraska
<https://nebraskalegislature.gov/laws/statutes.php?statute=60-1406>

Nevada
<https://dmvnev.com/olbl.htm#Salesmen>

North Carolina
<https://connect.ncdot.gov/business/DMV/DMV%20Documents/LT426%20salesman.pdf>

North Dakota
<https://www.dot.nd.gov/divisions/mv/docs/MVD12.pdf>

Ohio
<http://autodealers.ohio.gov/index.aspx>

Oklahoma
<https://www.ok.gov/usedcarcommission/documents/SM.pdf>

Pennsylvania
<http://www.dos.pa.gov/ProfessionalLicensing/BoardsCommissions/VehicleManufacturersDealersandSalespersons/Pages/default.aspx>

Rhode Island
<http://webserver.rilin.state.ri.us/Statutes/TITLE31/31-5/INDEX.HTM>

South Dakota
https://dor.sd.gov/Motor_Vehicles/Dealer_Licensing/License_Requirements.aspx

Tennessee
<https://www.tn.gov/commerce/regboards/mvc.html>

Utah
<https://mved.utah.gov/>

Virginia
<http://www.mvdb.virginia.gov/default.aspx>

West Virginia
<https://www.dmv.org/wv-west-virginia/buysell/car-dealers/salesperson-license.php>

Wisconsin
<https://wisconsin.gov/Pages/home.asp>