

Abbreviated Guide on How to Get a Dealer License

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Below is a free abbreviated guide on how to get a dealer license. This is just a mere snapshot of what is in the Dealer License Manual. The Dealer License Manual goes into much more depth. The only thing we ask is that you visit <http://www.dealerlicense.com> after you read the free guide, and browse through the very useful products we have to offer to make it easy to get your dealer license.

"It's not your State's job to make it easy for you to get a license... It's OUR job!"

Where does the license come from? The dealer license comes from state, with few exceptions. In some states, the license is regulated by the city.

Therefore, states usually give motor vehicle departments the power to issue dealer licenses. *States use different names to refer the same agency.* For example, most states call it the “Department of Motor Vehicles”, while some states refer to the same agency by a different name, such as the “Registry of Motor Vehicles”.

The step-by-step process in our Dealer License Manual at www.dealerlicense.com will lead you to the correct agency, and go into much more detail on completing the process.

The process starts by simply obtaining your specific state requirements for obtaining a dealer license. You will get a “packet” containing all the necessary requirements and paperwork. Often, you can also pick up a packet in person to save time. Our Dealer License Manual will show you exactly where to go, “who to talk to” and what questions to ask to get your dealer’s license.

After you find out what these requirements are, you need to simply do them!

For example, decide whether you want to start from home, or search for a place of business with low rent. Then you’ll need to meet other

requirements such as a bond. A bond typically ranges between \$200 and \$500 per year on average. A bond is like insurance to protect the public from crooked dealers.

You will also need to meet basic requirements for a business such as a business license.

There is also a background check. Our Dealer License Manual will explain what to do if you have a record. In most cases, it's not a problem if you have a criminal past.

Once you meet all the requirements, you will complete the official application and hand it in with application fees. Our easy-to-follow books will show you how to get this done.

At the end of the process, you are officially in business. It's that simple!

The average part-time dealer who sells a car a week can make around \$50,000 to \$80,000 per year if done properly, so it's a small investment to make the big bucks. If you do this full time and sell more cars, of course you can make more. If you want, you can "team up" with local friends and family members who you can add to the dealer license so you can all "chip in" for the overhead.

Keep in mind that owning and running a business is not free. There will be some small overhead, but it's worth it to spend a few hundred per month to make a few thousand. Some dealers I know spend a couple hundred a month but make over \$100,000 per year selling cars - not a bad investment.

The most important thing to remember is that the State will NOT make it easy for you. They can care less if it's hard or easy to get licensed. That is where we come in!

IT'S OUR JOB TO MAKE IT EASY FOR YOU TO GET LICENSED.

DON'T LISTEN TO NEGATIVE PEOPLE WHO WILL TRY TO DISCOURAGE YOU.

IF YOU WANT YOUR LICENSE – YOU WILL EVENTUALLY GET IT – LET US SHOW YOU HOW...

Here's a little more information about who I am and how I can help you get your dealer license and learn the business.

I offer training manuals and DVD's at www.dealerlicense.com where you can purchase everything I have learned about the car business in the past 13 years. I also have an 'A' rating with the Better Business Bureau and I am an Attorney as well as a car dealer so I am familiar with dealer laws in all 50 states.

Here's how my program works: I don't get the license for you. YOU would obtain the license from your own state in your own name. That is the cheapest way to do it. If someone physically helps you get licensed, they will want a large start-up fee and a piece of your profit, so you'll make much less money than if you did it all yourself. Oh, and beware of programs dealing with out-of-state licenses as those can be problematic with complying with your local and state laws. If you want to retail cars, you need a dealer's license in the state you will be retailing from.

Are you thinking of getting a dealer license from a state that you do NOT live in?

Here are some considerations:

I will not comment on any specific program, because there are several out there - some good / some bad, but keep these issues in mind: Generally, if you are wholesaling, which means exporting, or selling to dealers or wholesalers, (NOT to the public), then generally, there is no problem with out of state licenses.

However, it may be a crime to RETAIL a car to the public in your state with an out of state license. For example, it's illegal to work as a real-estate agent in your state with an out-of-state license. Similarly, if you are a licensed contractor in another state, you can't do business in your state unless you have a contractor's license in your state. The dealer's license is the same - it's a state-issued license and all states have different laws.

Here are some suggestions: I would:

1. Get something in writing from a DMV Investigator that says it's O.K. - (Write them a simple letter.)
2. Contact the District Attorney's office and/ or City Attorney to ask them if it's O.K. in writing. (Write them a simple letter).
3. Contact a local Business Attorney in your area to make sure it's legal.

If all the above say "O.K.", I'd think it's fine.

Remember the bottom line: It's probably CHEAPER to get your OWN license in your OWN state anyways, so why throw money away?

Good luck!