

DANA M. STEIN  
*Legislative District 11*  
Baltimore County

—  
*Vice Chair*  
Environment and Transportation  
Committee

*Subcommittees*  
Chair, Environment  
Natural Resources,  
Agriculture and Open Space



The Maryland House of Delegates  
6 Bladen Street, Room 251  
Annapolis, Maryland 21401  
410-841-3527 · 301-858-3527  
800-492-7122 Ext. 3527  
Fax 410-841-3509 · 301-858-3509  
Dana.Stein@house.state.md.us

*The Maryland House of Delegates*  
ANNAPOLIS, MARYLAND 21401

**Delegate Dana Stein Testimony in Support of HB 679 –  
Vehicle Laws-Licensing of Business and Occupations –  
Definition of Vehicle Salesman**

Chairman Smith and Members of the Judicial Proceedings Committee:

HB 679 is a consumer-protection bill that requires any individual selling products on behalf of a dealer to be licensed by the MVA. Under the current law, the MVA only licenses dealers and the salespersons who sell vehicles for the dealers. But, there are many additional employees at dealerships who provide sales functions without a license, such as finance, insurance, and warranty products. Without a licensing requirement consumers have been subject to abusive and deceptive practices by salespeople who have not undergone the same type of background checks as dealers and vehicle salespersons. This bill will require that these other sales employees meet all the same licensing criteria as dealers and vehicle salespersons.

The licensing criteria under the law requires applicants to be actual employees of the dealership and submit to a background check. Licenses must be renewed every 3 years with a new background check

Over half of all states require licensing of dealership finance employees, including Virginia. The language in this bill is modeled after Virginia's current law.

I ask you support for HB 679