



DATE: March 23, 2022
TO: Senate Judicial Proceedings Committee
FROM: Travis Martz (General Counsel)
RE: HB 679 (Delegate Stein et al)

POSITION: SUPPORT

The Maryland Automobile Dealers Association (MADA) represents over 300 franchised new car and truck dealers, and their 24,000 employees. We strongly support HB 679.

Under current law, the Motor Vehicle Administration (“MVA”) licenses dealership owners and dealership salespersons. In order to obtain a license, an applicant must get finger printed and submit to a comprehensive background check. The MVA will approve each license request upon satisfaction with the background check results. Further, each licensee must renew their license every three years with a new background check.

HB 679 includes dealership employees that sell finance, insurance and warranty products to the mandatory licensing requirements. Many dealerships currently license these employees, but it’s not mandatory. Roughly half of the other states currently license these dealership salespersons – including Virginia.

HB 679 is a consumer protection bill that ensures dealership customers are working with licensed salespersons even if they are not meeting with the salesperson face to face at a dealership location.

MADA respectfully asks the Senate Judicial Proceedings Committee to give HB 679 a favorable report.