

Automobile Dealer Training Association



Ohio Dealer License Start Up Guide

ohiodealer.com



DELUS JOHNSON

*Your Dealer Course
Instructor*

OUR GOAL

Our goal is to prepare you to apply for your Ohio Dealers License correctly and run your new business following all State and Federal laws.

DEALER PRE-LICENSE COURSE UNITS

Unit One-Getting Licensed, Completing All Dealer License Application Documents

Unit Two-Completing the DEAL

Unit Three-Sales Tax

Unit Four-Dealer Records, Odometer Disclosure

Unit Five-Ethics & Integrity, Dealer License Suspensions

Unit Six-Financing

Unit Seven-Federal Laws

Unit Eight-Dealer Check Lists, THE DEAL, PowerPoint

CONTACT DETAILS:

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How to Get an Ohio Dealers License

I hope you find this Dealer Startup Guide very helpful. I will be instructing your dealer training course and I will do everything I can to help you get started in this incredible business.

Thank you very much,

Delus Johnson

Georgia Dealer License Start Up Guide

1. View 6-Hour Pre-License Course
2. Find Location Zoned for Dealer License
3. Obtain Dealer Bond
4. Vendor License and Employment ID Number
5. Most Dealers Register with Secretary of State
6. Obtain Local Business License
7. Submit Fingerprints

Once you have completed these 7 steps you can submit your Ohio dealer license application to the Bureau of Motor Vehicles Dealer Licensing Section in Columbus to receive your Ohio dealer license. Your Ohio dealer's license will allow you to purchase vehicles from every dealer auction in the United States, Canada, Mexico, and many other countries.

View 6-Hour Pre-License Course

Any person applying for an Ohio dealer license is required by law to complete a 6-hour dealer pre-licensing course. Ohio law does allow the pre-license training course to be taken online, and start/stop the course at your convenience. Once you have watched all 6 hours of the training videos your official Ohio Dealer Pre-License Course Certificate of Completion will appear on your device screen to download. Course can be taken on pc, mac, ipad, iphone, or android. Just be sure you are using Google Chrome as your browser.

In the training course we will cover each pre-license step extensively and complete all the paperwork that is needed to apply for your Ohio dealer license. We will also complete all the paperwork that is required when you purchase a vehicle to resell and all the paperwork that is required when you sell the vehicle for a profit. When you complete the dealer training course you will be confident and ready to run your new business.

You can enroll in your Ohio Dealer Training Course by visiting ohiodealer.com and click on the Sign Up link at the top of any page.

Location Zoned for Dealer License

The State of Ohio requires dealers to operate out of a bricks and mortar building. The State does not allow a cloud-based dealer license that would allow a dealer to show up in a parking lot, sell a vehicle to a customer, then disappear forever. The State of Ohio wants to ensure your customers know where you are located before and after the sale of a vehicle. That is why your dealer license must be located at a physical address.

The location you use must be zoned for a dealer license. The State of Ohio does allow a license at a residential address but all requirements must be met including proper zoning. This may be allowed in a rural area of Ohio that has little or no local zoning laws. Most cities will not allow this.

If you are obtaining a Used Motor Vehicle Dealer License you are required to have a building with display area of at least 3500 square feet. The display area can be inside the building, outside the building, or a combination of both inside and outside. You must also have an office area inside the building with at least 180 square feet.

The State of Ohio wants the office to be a safe area that is conducive for conducting motor vehicle paperwork.

The building/office and lot must meet local zoning requirements to operate a dealership. It is very important to ensure the location you are using to obtain your Ohio dealer license is zoned correctly. You can call the city hall where the building or office is located and ask for the Planning and Zoning office. Inform them of the exact address of the location you want to use, and they will inform you whether zoning allows a dealership to be operated at that location. If you are in a rural area, contact your courthouse to ensure the location you are using is zoned correctly as well.

You must have a sign mounted on the building. You must also have a phone that is answered in the dealership name. Cell phones are allowed. The State of Ohio is very clear on this requirement, even if you are using your cell phone as your official phone, it must be answered in the dealership name.

You must meet all licensing requirements, even if your dealer license is located at a residential address. If you cannot have an Ohio dealer license at your home, you are strongly encouraged to find a commercial location that meets local zoning, since the rent of a building is usually just a fraction of your profits with an Ohio dealer's license.

Regardless of where you plan to hold your dealer license you must meet all local zoning requirements. This is Ohio Law!

\$25,000 Dealer Surety Bond

You are required a \$25,000 dealer surety bond before you can apply for your Ohio dealer license.

With good credit your bond should cost about \$100 to \$300 per year.

The dealer surety bond protects customers from the small handful of dealers that commit fraud. It also ensures that you are going to operate with a high level of ethical standards.

The pricing on dealer surety bond can vary greatly depending on the company that is giving you a quote. In your dealer training course, we will show you how to find the cheapest dealer surety bonds.

Obtain Vendor License Number and Employer ID Number

Before you apply for your Ohio dealer license you must obtain an Ohio Vendor License and a Federal Employment ID Number. The Ohio Vendor License allows you to legally charge sales tax on the vehicles you sell, and the Federal Employment ID Number shows the State of Ohio that you are prepared to pay taxes your newfound profits that you incur when you hold an Ohio dealer license.

In your dealer training course, we will show you how to easily charge sales tax on most vehicles you sell. You will just enter the customer's name & address, and the vehicle price into a very easy to use web-based program that computes the sales tax automatically. This process takes just a few clicks of the mouse and will be explained in your Ohio Dealer Pre-License Course. To legally charge tax on the vehicles you sell the State requires that you hold an Ohio Vendor License.

In your dealer training course, we will show you how to easily apply for your Ohio Vendor License on the Ohio tax website. Some companies charge \$300 or more for this service, and we will show you how to obtain the license for \$25. When you complete your dealer training course you will know exactly how to apply for your Ohio Vendor Number.

You must also apply for a Federal Employment ID Number. This is sometimes referred to as a Tax ID Number or a Federal Tax ID Number. This is the number the Federal Government assigns to the new business you are starting and ensures the State of Ohio that you are willing to pay taxes on the coming increase in your income. Some companies charge as much as \$600 to apply for your Employment ID Number for you. In your dealer training class, we will show you how to easily obtain your Employer ID Number on the IRS website with just a few clicks of the mouse. If you want to pay \$600 to have someone help you apply for your Employment ID Number you can, or, you can learn how to obtain your Employment ID Number for free when in your Ohio Dealer Pre-License training course.

You can easily register and complete the course by visiting the ohiodealer.com website and click on the Sign Up link at the top of every page.

Register With Ohio Secretary of State

Most dealers will register with the Ohio Secretary of State. The Ohio Secretary of State wants a record of every business operating in the State including the dealership you are getting ready to open. In your dealer training course, we will cover the registration of your new business with the Ohio Secretary of State in detail. When you complete your Ohio dealer course, you will

know how to register your dealership quickly and easily with Secretary of State. It takes just a few moments after the class.

Complete Fingerprints

Before for your dealer license is approved you must complete a fingerprint-based background check conducted at an Ohio WebCheck location. You will soon be handling very large financial transactions as most of the vehicles that you sell with your Ohio used dealer license will be worth several thousands of dollars. These are very large financial transactions that the State of Ohio is giving you complete oversight over. Before you are issued a license the State wants to make sure you did not just get out of prison for robbing a bank. Every person on the license must be fingerprinted. The existence of a criminal history does not automatically disqualify a person from gaining a dealer license.

We show you how to easily register for your fingerprints in your dealer training course.

Submit Your Dealer License Application Online to the BMV Dealer Licensing Section in Columbus

You must complete all dealer license application paperwork correctly and in its entirety. Submitting an incorrect dealer application will delay the approval of your dealer license.

In your dealer training course, we will complete every dealer license application document together to ensure you are submitting all paperwork correctly to the BMV Dealer Licensing Section in Columbus.

When you are ready to
change your life, visit
ohiodealer.com
and click on the blue
"Sign Up" button. Good
Luck with Your New
Business!!!