

Boat Show Checklist

For Businesses and Individuals who Display or Sell Watercraft

_____ I have registered on the Watercraft Dealer Licensing System (www.dgif.virginia.gov/wdl).

_____ I have purchased a Temporary Supplemental License through the Watercraft Dealer Licensing System (www.dgif.virginia.gov/wdl).

A display of watercraft (any vessel propelled by machinery whether or not the machinery is the principal source of propulsion or any sail-powered vessel in excess of 18 feet) includes the actual display of watercraft, having a display of pictures of watercraft and listings of watercraft you have for sale or are brokering.

_____ I will properly display my license at the show.

§29.1-812 of the [Code of Virginia](#) requires that the license be conspicuously displayed at the premises for which it is issued.

_____ I have purchased a Watercraft Salesperson License for each salesperson who will work at the show.

A salesman is anyone (an employee, family member, or friend) who deals with the public by giving information, quoting prices or handing out brochures. Employees, who move boats around but do not deal with the public, do not need a license. A salesman is required to carry his license when engaged in his business and display it upon request. Any salesman not previously licensed in Virginia must provide proof of successfully passing an approved NASBLA boating education course. An approved course can be found at <http://www.boatus.com> (select CourseLine Online).

_____ I am a broker and I have obtained my Temporary Supplemental License and my Watercraft Salesperson License.

The definition of a watercraft dealer includes anyone who for commission, money or other thing of value, buys, sells, exchanges either outright or on conditional sale, bailment lease, chattel mortgage or otherwise, or arranges or offers or attempts to solicit or negotiate on behalf of others a sales, purchase or exchange of an interest in new, now or used or used only watercraft whether or not such watercraft are owned by such person.

_____ I am a manufacturer or distributor representative and I have obtained my representative's license.

The representative is required to carry his license when engaged in his business and display it upon request.

_____ I am an out-of-state dealer or broker. I have obtained my Temporary Supplemental License and Salesperson Licenses for myself and for any of my employees who will solicit sales at the show.

A surety bond in the amount of \$5,000 must be submitted with the Temporary Supplemental License application.

A salesperson is anyone (employee, family member, friend) who solicits sales by giving information, quoting prices, handing out brochures or dealing with the public in any manner. A salesman must carry his license when engaged in his business and display the license upon request.