

## MICHIGAN HEARING AID DEALER LICENSING GUIDE FOR SKILLED IMMIGRANTS

- [1. How the Profession Is Organized in Michigan](#)
- [2. Eligibility for Licensing](#)
- [3. Tests](#)
- [4. Other Careers and Credentials](#)
- [5. Beyond Licensing](#)
- [6. Important Links](#)

### 1. HOW THE PROFESSION IS ORGANIZED IN MICHIGAN

#### OVERVIEW

This guide looks at what you as a foreign-educated hearing aid dealer must do to become eligible for licensing in Michigan. At the same time, it includes some background on the larger hearing aid dealer profession to give you an idea of the variety of opportunities available as you work to build your career.

#### REGULATION OF THE HEARING AID DEALER PROFESSION

The hearing aid dealer practice in Michigan is regulated by the Department of Licensing and Regulatory Affairs (LARA). You must be licensed to practice as a hearing aid dealer in Michigan.

The guide assumes that you are an international hearing aid dealer who is beginning to build your career in the U.S. and that your Michigan license will be your first U.S. hearing aid dealer's license. The guide will include steps that come before the final state licensing process which includes education and exams.

## 2. ELIGIBILITY FOR LICENSING

### OVERVIEW

Internationally educated hearing aid dealers need to meet several requirements to receive a hearing aid dealer license in Michigan.

- I. Be over 18 years of age
- II. Be of good moral character
- III. Be a graduate of an accredited high school or secondary school
- IV. Have served as a licensed hearing aid salesperson for a period of 2 years under the direction and supervision of a licensed hearing aid dealer
- V. Pass a written examination as prescribed by the department
- VI. Submit your licensure application, required supporting documents, and pay the application fee. An applicant must submit the Application for Hearing Aid Dealer License from LARA that can be downloaded from [www.michigan.gov/occupationallicense](http://www.michigan.gov/occupationallicense).

Your application sent to the Bureau of Professional Licensing should include:

- Complete Application
- Appropriate Fee

Your application for a hearing aid dealer license and fee are valid for 1 year. If you have not met all requirements within 1 year, you will need to submit a new application and pay the appropriate fee again.

### 3. TESTS

To obtain a hearing aid dealer license in Michigan, you must take and pass the MI Hearing Aid Dealer State Licensing Examination administered by PSI after your Application for Hearing Aid Dealer License has been approved. Upon approval, the Department will mail you an Authorization to Test letter with instructions for scheduling your exam with PSI.

The Hearing Aid Dealer State Licensing Examination consists of 65 scored questions and 5-10 non-scored questions. You will have 90 minutes to complete this exam.

#### CONTENT AREAS OF THE HEARING AID DEALER STATE LICENSING EXAMINATION

The content of the MI Hearing Aid Dealer State Licensing Examination measures knowledge in the following topics: Michigan Regulatory & Statutory Requirements; Audiometric Assessment of Hearing and Hearing Aid Modifications; Contracts; Liability Insurance; Federal Regulation of the Hearing Aid Industry.

#### SCHEDULING AND TESTING SITE PROCEDURES OF THE HEARING AID DEALER STATE LICENSING EXAMINATION

The examination is a computer-based test administered at PSI test centers. You may visit [www.psiexams.com](http://www.psiexams.com) for more information regarding PSI's testing locations.

On the day of the exam, you must bring two forms of identification. One ID must meet ALL of the following criteria: be a current (not expired), valid and government-issued, photo identification (example: driver's license, state-issued identification card, passport); show the name on the government-issued photo identification as the same name used to register for the exam (including designations such as "Jr." or "III", etc.); have your current photo and your signature. The second form of identification must contain a signature that matches the official photo ID (e.g., credit card, bankcard, military or school identification). You should arrive at least 30 minutes prior to your scheduled appointment time.

#### FAILING THE HEARING AID DEALER STATE LICENSING EXAMINATION

If you need to retake the examination, contact PSI by phone or by on-line registration. PSI will provide available dates for scheduling your re-examination.

## PRACTICING FOR THE HEARING AID DEALER STATE LICENSING EXAMINATION

There are many different resources that can help you prepare for the content and the computer based testing technology. There are a variety of test preparation resources available for low cost.

Before you start your examination, an introductory tutorial is provided on the computer screen. The time you spend on this tutorial, up to 15 minutes, DOES NOT count as part of your examination time. Sample questions are included following the tutorial so that you may practice answering questions, and reviewing your answers.

## 4. OTHER CAREERS AND CREDENTIALS

### LOWER-LEVEL OPPORTUNITIES

You may want to consider if taking a lower-level job in the hearing aid profession in the short-term can help you meet longer-term goals of licensing as a hearing aid dealer.

Preparing for the hearing aid dealer exam can take time. Working in the hearing aid profession in a different way and with fewer responsibilities may offer you some advantages, such as:

- employers paying for tuition and fees associated with the hearing aid dealer exam and licensing
- more energy to focus on studying
- a chance to adapt to the U.S. hearing aid system and workplace culture in a lower-pressure environment

You should be honest with your employer about your long-term plans. You may find some employers have benefits such as tuition reimbursement or schedule flexibility that will support your goals.

## 5. BEYOND LICENSING

### MAINTAINING LICENSURE

Hearing Aid Dealers must renew their license every 2 years. Licenses expire on November 30th of odd-numbered years. LARA sends a notice reminding you to renew

your license so be certain to keep your contact information up-to-date with their office. You are responsible for renewing your license even if you do not receive a notice from the Department. You must renew online. If your license expires, you will be required to apply for relicensure to reactivate your license.

## LICENSING MOBILITY (RECIPROCITY)

The State of Michigan does not have any shared agreement to honor the hearing aid dealer licenses of other states.

## 6. IMPORTANT LINKS

- The main page for the licensing of any occupational profession is [www.michigan.gov/occupationallicense](http://www.michigan.gov/occupationallicense).
- The page that focuses specifically on Hearing Aid Dealers is: [www.michigan.gov/hearingaiddealers](http://www.michigan.gov/hearingaiddealers). It includes information regarding the applications and licensing information.
- Contact information: Department of Licensing and Regulatory Affairs  
Bureau of Professional Licensing  
PO Box 30670, Lansing MI 48909  
  
Telephone Number: 517-241-9288  
Fax: 517-373-7179  
Email: [bplhelp@michigan.gov](mailto:bplhelp@michigan.gov)
- The laws that regulate licensing for all occupational professions including Hearing Aid Dealers can be located at [http://www.legislature.mi.gov/\(S\(olhg5ev4ilcjqcjbdd4maf4c\)\)/mileg.aspx?page=GetObject&objectname=mcl-act-299-of-1980](http://www.legislature.mi.gov/(S(olhg5ev4ilcjqcjbdd4maf4c))/mileg.aspx?page=GetObject&objectname=mcl-act-299-of-1980)

## TESTING:

- PSI Services, LLC (PSI) [www.psiexams.com](http://www.psiexams.com)