

Customer Name:	Date:
Vehicle Info:	
	Term in Months

<p>Years of Expected Ownership "Most customers will keep their vehicles for anywhere from five to seven years. How long are you planning on keeping your vehicle?"</p>	
<p>Annual Kilometers "Most customers drive anywhere from 20,000 to 30,000 KM a year. How many KMs do you drive on average per year?"</p>	
<p>How do you primarily use your vehicle?</p> <p style="text-align: center;">Commuting Family Activities Road Trips / Vacation Weekend / Evening Driving Towing Camping / Recreation</p>	
<p>Which of the following best describes you?</p> <p>You like to keep your car in "showroom condition" all the times</p> <p>You like to fix cosmetic damage as it happens</p> <p>You do your best to keep it looking great, but the occasional ding or dent won't bother you too much</p> <p>You'd rather save your money and not bother with cosmetic damage</p>	
<p>Which of the following best describes you?</p> <p>You plan to follow the recommended maintenance schedule for your car and will use this dealership for service work</p> <p>You usually send your vehicle for service and maintenance to an independent repair facility</p> <p>Your oil changes are done at an independent repair facility but large repairs are completed at the branded dealer</p>	
<p>Liability Insurance Has your insurance agent discussed your liabilities in the case of a total loss? Do they provide full replacement value for a new or equivalent model?</p>	<p>Yes / No / Unsure</p>
<p>Disability Insurance If you were not able to work for up to 6 months, would it be difficult to continue making your monthly vehicle payments?</p>	<p>Yes / No / Unsure</p>
<p>Have any of these events ever happened to you?</p> <p style="text-align: center;">Mechanical Breakdown (requiring overnight repairs) Car Accident (even if not your fault) Returned a previous lease vehicle with excess wear charges to pay Vehicle Theft (even if recovered) None of the above</p>	
<p>Additional Protection Coverages What additional protection coverages did you have on your previous vehicle? And have you ever benefited from that coverage?</p> <p>NOTES:</p>	