

Selling SecureDrive Replacement Insurance (Quebec Only)

Replacement Insurance, distributed by dealers authorized by LGM and under the brand SecureDrive, protects customers against total or partial loss of their vehicle as a result of an accident or theft.

Unique Selling Propositions

The Replacement Insurance product is based on Quebec Automobile Insurance Policy Form (Q.P.F.) No. 5 – Complementary Insurance for Damage Caused to Insured Vehicle Form. It contains all the standard features in the QPF No. 5, plus some unique features:

- Allows for a higher overall purchase price
- Coverage for all brands, including luxury brands
- Vehicle coverage for models within ten model years
- Terms available up to 84 months for used vehicles with allowable odometer up to 140,000 kms

Selling Guidelines

When selling Replacement Insurance, before discussing the product, the following documents *must* be provided to the customer, as this is a legal requirement:

1. Let's Talk Insurance Fact Sheet – informs the customer of their rights.
2. Summary – describes the insurance product including what is covered and what is excluded. It also includes a sample of the Q.P.F. No. 5 document.
3. Notice of Rescission of an Insurance Contract – is the form the customer may use to rescind or cancel an insurance contract that has been entered into.

These documents are available on the Dealer Tools website along with a checklist describing all the documents that must be provided.

Your role is to ensure:

1. The vehicle is not intended for an excluded use.
2. The customer receives the Summary and that it contains a sample of the Q.P.F. No 5 specimen.
3. The customer is not already covered under Q.E.F. No 43 (Change to Loss Payment Endorsement) and if not, you mention this is a similar product.
4. Disclose the amount of commission that you will receive for the sale if it exceeds 30%.

For more information about this product or to receive complementary [online product training](#), contact your LGM Dealer Development Manager or call 1-866-287-6200.

Product Options

Deductible Options (per event):

- Total Loss – \$250, \$500, or \$1000
- Partial Loss - \$100, \$250, or \$500

Courtesy Vehicle Options (per event*):

- Total Loss – \$150, \$500, \$1000, or \$1500
- Partial Loss - \$150, \$500, \$1000, or \$1500

*\$50/day limit

Eligibility

- Replacement Insurance must be sold within 90 days of the vehicle purchase date.
- Customers must reside in Quebec and hold a valid primary insurance policy (Q.P.F. No.1) covering the vehicle.
- Eligible for all makes and models classified as new, demonstrator, or pre-owned.
 - New Vehicles require vehicle to be within the current or one previous/future model year and less than 1,500 km at time of purchase.
 - Demonstrator vehicles are treated as new for 'New Vehicle Rates.' Requires vehicle to be within the current or one previous/future model year and less than 15,000 km at time of purchase.
 - Used Vehicles 'Pre-Owned Vehicle Rates' are available for all makes and models within 10 model years and less than 140,000 km.

Coverage Period

- New vehicles are eligible for terms available from 2-7 years
- Demonstrator vehicles are eligible for terms available from 2-7 years
- Used vehicles are eligible for terms from 2-7 years

Contract Terms

- Cancellation policy – customers are eligible for a full refund if they wish to cancel the contract/policy within 30 days from the purchase date
- Prorated cancellation for cancellation after 30 days – see contract for cancellation table

For more information about this product or to receive complementary [online product training](#), contact your LGM Dealer Development Manager or call 1-866-287-6200.