

Selling SecureDrive Mechanical Breakdown Protection

SecureDrive Mechanical Breakdown Protection (MBP) protects your customers from costly repairs after their original manufacturer's warranty expires. This product provides three plan levels and extensive vehicle eligibility.

Unique Selling Propositions

- Basic Powertrain to exclusionary comprehensive warranty coverage, which includes Roadside Assistance, Car Rental, and Trip Interruption
- Multiple deductibles and options for repair limits
- “Wrap” pricing around the manufacturer's warranty for all plans
- Light commercial offering for ride-share car owners/drivers
- Hybrid/electric vehicle coverage for all plans, including battery and charging components
- Optional benefit bundle includes all the of the following:
 - Upgrades to manufacturer's multi-media software, such as the vehicle's entertainment and navigation systems (up to \$500)
 - Claim-Free reward benefit (on most terms)
 - 24-hour roadside assistance, trip interruption, and rental benefits
 - Keyless remote mobile protection

Product Plans

Elite: Premium level coverage that is similar to a manufacturer's comprehensive warranty. All components are covered other than a select list of exclusions.

Essential: Comprehensive level coverage of the powertrain and many critical vehicle components that are costly to repair.

Basic: Basic protection for major powertrain components.

All plans include:

24/7 Roadside Assistance: \$175 per occurrence (excluding collisions) and related assistance including towing, winching, battery jump start, fuel delivery, tire change, and lockout service

Car-Rental Allowance: \$65 per day (up to 4 days) for car rental expenses during vehicle repair. In the event of engine or transmission parts delays, will reimburse up to 3 additional days

Trip Interruption: \$150 per day meal and lodging reimbursement (up to 5 days) for breakdowns occurring over 150 kms from the customer's home

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.

Deductible Options:

- \$0
- \$50
- \$100*
- \$250*
- \$500*

*Dealer Loyalty Deductible: When the customer returns to the selling dealer, the deductible is reduced by \$50

Limit per Repair:

- No limit
- \$2,500 limit
- \$5,000 limit (provides lower premium options)
- \$10,000 limit (useful for lowering premiums on high-end models and trims)

Extensive Eligibility

- Coverage available for all makes and models
- For vehicles up to 13 model years old or 200,000 km
- Includes new, used, and certified pre-owned vehicles
- Eligible for financing through the No Interest Deferred Payment Plan

Coverage Period

- New vehicles are eligible for terms of up to 10 years and 200,000km from in-service date
- Used and CPO vehicles are eligible for terms of up to 4 years and 80,000kms from contract/policy purchase date

Contract Terms

- Cancellation policy – customers are eligible for a full refund if they wish to cancel the contract/policy within 30 days from the contract purchase date
- Transferrable – if the vehicle is sold, the MBP contract/policy is transferable

OEM Genuine Parts Option

Only genuine OEM replacement parts will be used if this option is added

Tire Storage Option

Covers the cost of storing the customers tires in the dealerships facility for up to \$150 including taxes. Maximum 2 Tire Storage events per calendar year.*

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Benefits Options Bundle

Claim-Free Rewards Benefit: Customers who do not claim any benefits* during their coverage term may be eligible for one of the following rewards:

- coupon in the total value of the contract purchased; or
- dealer store credit of up to \$2,000; or
- refund cheque of up to \$1,000

*Roadside Assistance and Tire Storage usage do not count as claims

This benefit is available on terms which are 4 years or longer where there is no limit of repair.

This benefit is not available in the Basic plan. Customers have up to 6 months to claim and redeem this benefit.

Keyless Remote Mobile Protection: Repair costs or replacement of phones used for keyless entry systems where the vehicle has a manufacturer phone-based app (1 claim per contract life)

Tire Storage: 2 tire storage events per year (e.g. storing tires for winter and summer would be two events), totaling up to \$150 per year

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