

 Brown & Brown

# BBDS RV SUITE

Powered by DAS & VAS

Solutions Created By Us, For You!





# UNLIMITED RV TECHNICAL & EMERGENCY ROADSIDE



# Why Sell RV Technical & Roadside?



1



**Additional  
F&I Offering**

2



**Transparency  
With Customers**

3



**Protects Dealer  
Customer Base**

4



**Helps Streamline  
F&I Offerings and  
Complements  
Service Contract**

# Key Benefits



Unlimited RV  
Technical &  
Roadside  
Assistance

1



**24/7 Technical  
& Roadside  
Assistance**

2



**Unlimited**

3



**Sign & Drive  
Coverage**

4




**Coverage for  
Spouse &  
Dependents  
(24 & Under)**

# The Benefits

Unlimited RV  
Technical &  
Roadside  
Assistance

## Coverage

 Registered RV  
*(Commercial units and units older than 40 years old are not covered.)*

 Personal Vehicles

 Spouse & Dependents

 U.S. & Canada

 Sign & Drive

 24/7/365

## RSA Benefits

 Towing

 Fuel Delivery

 Jump Start

 Tire Change

 Lockout

## RV Only Benefits

 Mobile Mechanic

 RV Technical Assistance

 Winch Extraction

 Key/Fob Replacement

 Tire Replacement

 Trip Interruption

 RV Return

 RV Appointment Setting

## Additional Benefits

 Trip Planning

 Concierge Services

 Hotel & Car Rental Discounts



# Common F&I Roadblocks



Unlimited RV  
Technical &  
Roadside  
Assistance

1



Local  
Travel

2



Cash  
Deals

3



Hands-On  
Customer

4



Already Have  
Coverage

# The Difference

Unlimited RV  
Technical &  
Roadside  
Assistance

	Camp Assist/ SafeRide RV	Good Sam Platinum Complete	Coach-Net	AAA
MEMBERSHIP FEE	N/A	\$39.00/year	N/A	\$73.00/year per person
RETAIL PRICE		\$239.95/year	\$179/year – Towable \$249/year - Motorized	\$200/year AAA Premier
US MEMBERS	✓	✓	✓	✓
CANADIAN MEMBERS	✓	✓	✓	X
TOWING *to the nearest qualified repair center	✓	✓	✓	✓
FUEL DELIVER	✓	✓	✓	✓
LOCKOUT SERVICE	✓	✓	✓	✓
MOBILE TIRE ASSISTANCE	✓	✓	✓	✓
BATTERY BOOST	✓	✓	✓	✓
TRIP INTERRUPTION	\$2,200	\$1,500	\$2,000	\$1,500
WINCH OUT	✓	✓	✓	✓
TECH ASSISTANCE	✓	✓	✓	X
MOBILE MECHANIC	✓	✓	✓	X
RV & ADDITIONAL VEHICLES	✓	✓	✓	X
DISCOUNTS	✓	✓	✓	X
TIRE DELIVERY SERVICE	✓	✓	✓	X
*PLUS PLAN INCLUDES SIGN & DRIVE FULL REPLACEMENT COST OF ONE REPLACEMENT TIRE	✓	X	X	X
RV KEY/FOB REPLACEMENT	✓	X	X	X

# Contact

Unlimited RV  
Technical &  
Roadside  
Assistance



**Roadside Services**

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**855-912-6753**



**Concierge Services**

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**855-731-9249**



**Customer Service**

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**855-912-6753**

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# VEHICLE SERVICE CONTRACT



# Why Sell VSC?



1



**Additional F&I  
Offering**

2



**Keeps Cost of  
Ownership  
Fixed**

3



**Protects  
Customer  
Experience**

4



**Maintains Unit  
Beyond MFG  
Coverage**

# Key Benefits



Vehicle Service  
Contract

1



**Extends Beyond  
MFG Coverage**

Not just for  
misbuilds or defects

2



**Exclusionary  
Coverage**

If it's not in the  
exclusions, it is  
covered!

3



**Disappearing  
Deductible**

4



**Coverage  
throughout the  
U.S. & Canada**

# Levels of Coverage



## Vehicle Service Contract

### Platinum



Towable  
and  
Motorized



Current Model  
Year Up To  
2 Years Old



Exclusionary Coverage  
(if it is not listed in the  
exclusions, it is covered)



Highest Level  
of Coverage

### Gold Stated



Towable  
and  
Motorized



Models 3 – 20  
Years Old



Limited Coverage  
(component must be  
listed to be covered)



Add any needed  
surcharges for  
additional coverage

# General Information

## Vehicle Service Contract

<b>Terms</b>	<b>Platinum = 36-60 Months Gold Stated = 12-48 Months</b>	<b>Service Call Reimbursement</b>	<b>\$125</b> For mechanical disablements, additional surcharge needed if outside of this. Limit 2 per year.
<b>Deductible</b>	<b>\$100 (disappearing)</b>	<b>Towing</b>	<b>\$300</b> See Pg.9 Section 7 for details and additional basic roadside coverage.
<b>Vehicle Eligibility</b>	<b>Current model to 2 years (platinum exclusionary) Models 3 - 20 years (gold stated)</b>	<b>Trip Interruption</b>	<b>\$125 per day (3 days)</b> See Pg.9 Section 7 for details.
<b>Aggregate Limit</b>	<b>50% of ACV at the time of claim inspection</b>	<b>Substitute Transport</b>	<b>\$50 per day</b> for rental or car transport (taxi/rideshare). See Pg 9 Section 7 for details
<b>Cancelable</b>	<b>Yes</b> \$50 cancellation fee, plus prorated cancellation minus claims. (See pg.10, section 10, of the contract for more details).	<b>Food Spoilage</b>	<b>\$75</b> See Pg.9 Section 7 for details.
<b>Renewable</b>	<b>Yes</b> Please refer to Pg. 10, Section 9 for details regarding requirements	<b>Fuel/LP Gas Replacement</b>	<b>\$50 per occurrence</b> See Pg. 9 Section 7 for details.

# Optional Coverage



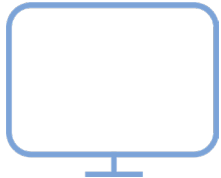
## Vehicle Service Contract



### Convenience Package

Included with Platinum

If factory or dealer installed, coverage includes, but not limited to kitchen center, monitoring systems, safety features, lighting, leveling jacks, slide-outs, and awning components.



### Audio/Video Technology

Included with Platinum

If factory or dealer installed, coverage includes high-definition television/monitor(s) and back-up monitor; audio/video and high-definition disc player; audio/video cabling and hubs; home theater audio amplifier and speakers, satellite dish or antenna including rotator motors, signal amplifier, control panel and switches, converter and in-motion satellite receiver.



### Auxiliary Powerplant Generator

Included with Platinum

If installed by the factory or factory-approved dealer, coverage includes all lubricated components of the powerplant generator.

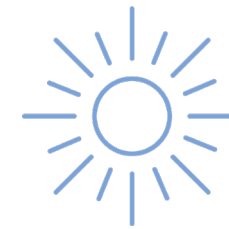


### Mobile Technician

Included with Platinum

Coverage includes 2 per year. In the event of a mechanical breakdown of a covered component, we will pay or reimburse you up to the specified amount on your agreement for the service call of an on-site repair.

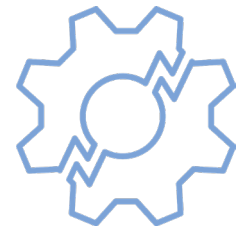
The vehicle is not required to be mechanically disabled as it does with the "Service Call" additional benefit



### Solar Option Surcharge

Included with Platinum

Includes inverter/charger, digital regulator, control monitor, solar panel module, solar panel regulator, wiring harness, solar panel, and charge controller.



### Consequential Damage

Included with Platinum

Covered Part Cause of Loss - In the event a Failure occurs to a non-covered part due to the failure of a covered part, the non-covered part will NOT be repaired.

Non-Covered Part Cause of Loss - In the event a Failure occurs to a covered part due to the failure of a non-covered part, the covered part will be repaired (as an exception to the standard exclusion).

# Optional Coverage



## Vehicle Service Contract



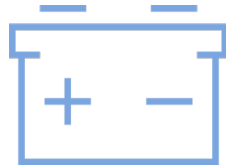
### Volta Power System

Coverage for various components found in the Volta Power System.



### Commercial Use

Coverage for a vehicle operated as a part of a for-profit business or vehicles used for rental or lease.



### Lithium Battery Storage

Coverage for various components found in a Lithium Battery Storage System.



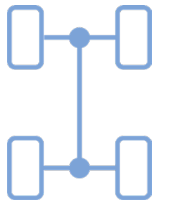
### Hydronic Heating System

Coverage for various components found in heating systems branded as Aqua-Hot, or similar units.



### Destination Unit Surcharge

If the RV is required to be moved and/or towed in order for a covered repair to be completed, it is the owner's responsibility to prepare the unit for safe transport.



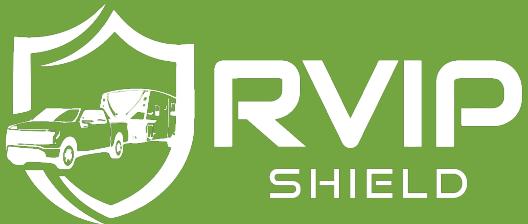
### Transfer Case 4WD or AWD

#### Motorized Only

Coverage for all internally lubricated parts.

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# TIRE & WHEEL COVERAGE



# Why Sell Tire & Wheel?

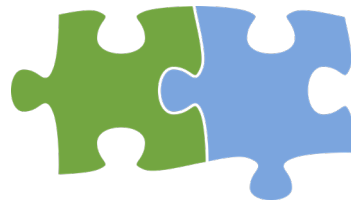


1



**Additional F&I  
Offering**

2



**Picks Up  
Where Other  
Coverage Ends**

3



**Keeps Cost Of  
Ownership  
Fixed**

4



**Protects  
Ownership  
Experience**

# Key Benefits



## Tire & Wheel

1



**Reimburses  
Customer For  
Tire & Wheel Events**

2



**Coverage For  
Tow Vehicle or  
Vehicle In Tow**

3



**Curbing Is  
Covered  
Although Not A  
Road Hazard!**

4



**Coverage  
Throughout U.S. &  
Canada**

**National Accounts  
Discount Tire  
America's Tires**

# Coverage

## Tire & Wheel

Tire and Wheel coverage is for **road hazards** only and does not cover maintenance or wear & tear. *(Please see Pg.4 Section 6 of the contract for a full list of exclusions)*

A road hazard is something in the roadway that should not be there this may include, but is not limited to, potholes, rocks, debris, metal parts, glass, plastic, curbs, or composite scraps.

### Tire Replacement

Cost incurred to replace tire up to \$700 per occurrence

### Wheel Coverage

Cost incurred to replace wheel up to \$1000 per occurrence

### Cosmetic Wheel Repair

Repair or replace up to \$600

### Curb & Sidewall Damage

Repair or replace due to side wall damage caused by curbing

### Emergency Roadside Coverage

\$300 for towing see contract for additional emergency benefits  
(Pg.3, Section 3)

### Taxes

Local and state taxes are covered under the agreement

# General Information

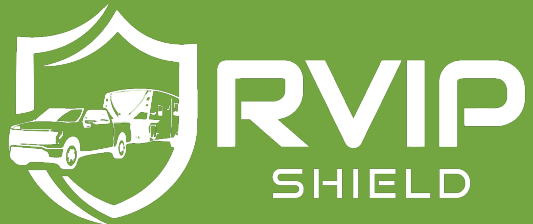
## Tire & Wheel

<b>Terms</b>	<b>12-84 Months</b>
<b>Coverage Bands</b>	<b>0-4 Tires, 5-6 Tires, 7-10 Tires</b>
<b>Eligible Vehicles</b>	<b>Towable and Motorhomes</b> Current model year to 10 years Vehicles with over 80k miles not eligible
<b>Deductible</b>	<b>\$0</b>

<b>Aggregate Limit</b>	<b>\$10,000</b> Will not exceed vehicle NADA
<b>Cancelable</b>	<b>Yes</b> Prorated cancellation, less a \$50 cancel fee or 10% of the prorated refund, and less claims. See Pg.5, section 7 of the contract under 'Cancellation and Transfer of This Agreement'.
<b>Transferable</b>	<b>Yes - \$100 Transfer Fee</b> See Pg.5, Section 7 of the contract under 'Cancellation and Transfer of This Agreement'.
<b>Coverage For Tow Vehicle When Attached</b>	<b>Yes</b>
<b>Owner Responsibility</b>	Owner must ensure that the repair facility provides the bare rim run-out measurements /readings and take clear pictures of the damaged area before the repair is performed on the tire or wheel. For replacement, owner must retain the damaged tire/wheel for possible inspection by Administrator.

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# PAINT & FABRIC



# Key Benefits



Paint & Fabric

1



**Keeps Unit  
Looking Newer  
Longer!**

2



**Non-Cancelable  
No Chargebacks**

3



**Protects  
Customer's Asset  
& Their Cost Of  
Ownership**

*Diamond Ceramic  
Finish*

4



**Coverage  
Throughout  
U.S. & Canada**

# Coverage

## Paint & Fabric

### Exterior (Diamond Ceramic Finish)

- ✓ Weather-induced fading
- ✓ UV exposure
- ✓ Oxidation
- ✓ Hard water etching
- ✓ Bird droppings
- ✓ Tree sap
- ✓ Road salt
- ✓ Road de-icing agents
- ✓ Acid rain
- ✓ Insect damage  
(including but not limited to love bugs)
- ✓ Accidental spray paint overspray
- ✓ Industrial fallout

### Interior

- ✓ Permanent stains
- ✓ UV exposure
- ✓ Temperature extremes
- ✓ Rips – less than 6" in length
- ✓ Burns & punctures – less than 1/2" in diameter



# General Information

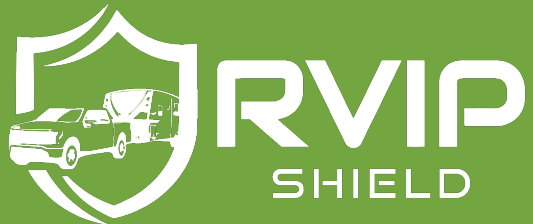
## Paint & Fabric

<b>Terms</b>	<b>60 Months</b>
<b>Deductible</b>	<b>\$0</b>
<b>Vehicle Eligibility</b>	<b>Current to 10 Years</b> Vehicles with over 80k miles not eligible
<b>Aggregate</b>	<b>\$10,000</b>

<b>Levels of Coverage</b>	<b>Exterior Only</b> <b>Interior Only</b> <b>RV (Interior &amp; Exterior)</b>
<b>Cancelable</b>	<b>No</b> Product is applied; therefore, the coverage cannot be canceled.
<b>Transferable</b>	<b>No</b>
<b>Owner Requirements</b>	<b>Wash &amp; clean exterior and vacuum interior regularly</b> Pg. 3 of contract
<b>Dealer Requirements</b>	<ul style="list-style-type: none"><li>Interior and Exterior product to be applied according to the chemical manufacturer's instructions.</li><li>2x exterior applications needed for front of unit if in South of U.S and have lovebugs (TX, LA, MS, GA, SC, FL). See Pg.2 of Contract.</li></ul>

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**WINDSHIELD**



# Why Sell Windshield?



1



**Additional F&I  
Offering**

2



**Non-Cancelable**

3



**Valuable To The  
Customer**

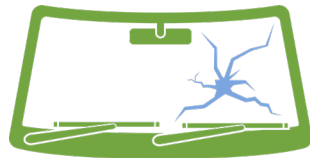
**Helps Save  
Time & Money**

# Key Benefits



Windshield

1



**Helps Prevent  
Chips & Cracks.**  
**Carbon Nanotube  
Technology!**

2



**Pays For  
Replacement &  
Reapplication!**

3



**Protects  
Customer's  
Asset & Their  
Cost Of  
Ownership**

4



**Decreases  
Insurance  
Claims**

# Coverage

## Windshield

### Windshield

- ✓ \$2,500/\$7,500 Aggregate limit

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- ✓ \$2,500 = Pays for insurance deductible up to \$1000 if replacement needed.

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- ✓ \$7,500 = Contract covers replacement windshield if not repairable.

---

- ✓ Repairs minor chips or cracks less than 6" in length.

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\*Windshield is deemed unrepairable if the certified technician determines the chip or crack:

- Lies in the direct vision of the driver, or
- Forms an actual hole in the glass, or
- Involves a repair that would compromise the overall integrity of the windshield

# General Information

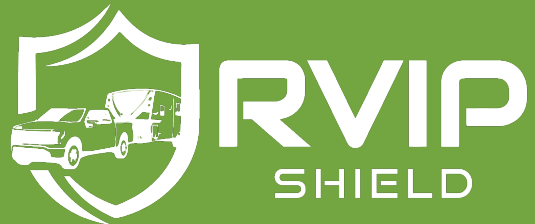


## Windshield

<b>Term</b>	<b>60 Months</b>	<b>Aggregate Limit</b>	<b>\$2,500 \$7,500</b>
<b>Eligible Vehicles</b>	<b>Towable and Motorhomes</b> Current model year to 10 years (Vehicles with over 100k miles not eligible)	<b>Reapplication</b>	<b>Must return to selling dealer within 3 days of new windshield.</b> See contract for further details. Page 3, Section 5
<b>Covered Windshields</b>	<b>Motorized (A, B, C) - Windshields</b> <b>Towable – Front Windows</b> No other windows are covered	<b>Cancelable</b>	<b>No</b>
<b>Deductible</b>	<b>\$0</b>	<b>Transferable</b>	<b>Yes - \$50 Transfer Fee</b> See Page 3, Section 7 of the contract



# RV THEFT DETERRENT



# Why Sell RV Theft Deterrent?



1



**Additional F&I  
Offering**

2



**Non-Cancelable**

3



**Available on  
New & Used  
Vehicles**

4



**Protects Dealer  
Customer Base**

# Key Benefits



RV Theft Deterrent

1



**Potential  
Insurance  
Discounts**

2



**Peace  
Of Mind**

Additional Layers  
Of Protection

3



**Prevention Of  
Travel Downtime**

Helps To Ensure Customer  
Isn't Stuck Without RV Or  
Faced With Extended  
Repair Timelines

4



**Transferable  
Coverage**

Helps Increase  
Resale Value

# Coverage



## RV Theft Deterrent

### Total Loss

- ✓ \$5,000 Replacement Allowance

Covered Vehicle is stolen during the term of the limited warranty and not recovered within 30 days of the date of loss or is recovered and declared a total loss as a result of damage from the theft.

### Primary Deductible

- ✓ Up to \$1,000 Primary Deductible Reimbursement

If the Covered Vehicle is stolen and recovered within 30 days and not totaled by damage, the customer will be reimbursed the comprehensive amount deducted by the Insurance Company in their settlement with respect to the deductible up to \$1,000.

### Trip Interruption

- ✓ **Travel Allowance**
  - Up to \$1,000
  - Traveling more than 200 miles from permanent residence
  - Reimbursement up to \$167/day
  - Maximum of 6 days
  - For restaurants, hotels and motels.
- ✓ **Airfare Allowance**
  - Up to \$1,000
  - Traveling more than 500 miles from permanent residence
- ✓ **Rental Car Allowance**
  - Up to \$500
  - \$25/day

# General Information



RV Theft  
Deterrent

**Terms**

**36 Months  
60 Months**

**Vehicle  
Eligibility**

**Towable and Motorhomes**  
Current model year to 10 years  
Vehicles with over 80k miles not eligible

**Optional  
Coverage**

**Service Drive/Non-Point of  
Delivery Sale**

**Transferable**

**Yes - \$50 Transfer Fee**

**Cancelable**

**No**

**Customer  
Responsibility**

Benefits will not be paid for losses resulting from fraudulent acts or material misrepresentation of the customer. Claims must be filed within 45 days of the final primary insurance settlement.



# GUARANTEED ASSET PROTECTION

Premier Dealer Services



# Why Sell GAP?

**Premier Dealer Services**  
pdsadm.com

1



**Additional F&I  
Offering**

2



**Boost  
Profitability**

3



**Builds Trust &  
Transparency**

4



**Enhances  
Customer  
Satisfaction**

# Key Benefits

## Premier Dealer Services

[pdsadm.com](http://pdsadm.com)

GAP Coverage

1



**Protection From  
Large Financial  
Burden**

2



**Available for  
New & Used  
Units**

3



**Coverage  
Bands**

Up to \$150,000  
\$150,001 - \$250,000  
\$250,001 - \$500,000

4

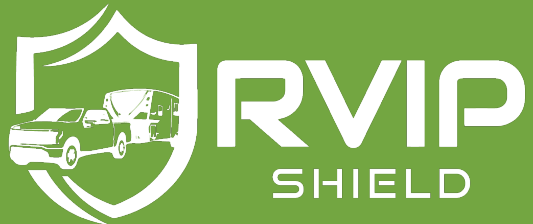


**Multi-Year  
Terms**

60 months  
75 months  
84 months

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# PROGRAM PAIRINGS



# Program Pairings

## 1 Mechanical, Electrical & Breakdown Coverage



### RV Technical Assistance & Emergency Roadside

All inclusive, sign & drive coverage for the RV, all personal vehicles, and family.

**Does not include parts & labor.**



### Vehicle Service Contract

**Pays for parts & labor** costs of covered repairs throughout U.S.

**Excludes Tire & Wheel Protection**



### Tire & Wheel Coverage

Repairs or replaces tires & rims when damaged by road hazards or debris.

## 2 Environmental Coverage



### Paint & Fabric Coverage

Protects vehicle from environmental damage on the exterior and staining of the interior.

Keeps the vehicle looking great inside and out!



### Windshield Protection

Carbon nanotube technology helps prevent cracks, chips, and stars from road hazards while also improving visibility during heavy rain.

## 3 Financial Coverage



### GAP

Pays the remaining balance owed to lender if vehicle is in a total loss due to fire, theft or collision.

**Pays the deductible!**



### RV Theft Deterrent

Pays the remaining balance owed to lender if vehicle is in a total loss due to fire, theft or collision.



# COMPLETE COVERAGE





# Brooks Vossler

*Regional Training Director*

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