



Replacement Insurance

Product Highlights

Replacement insurance is designed to enable customers to protect themselves against the loss of their vehicle due to total loss or partial loss (lower depreciation amounts) that may be applied to their vehicle by their vehicle insurer.

Replacement Insurance can be used when a customer must replace their covered vehicle due to a total loss (new, demonstration or used vehicle), or due to a partial loss occurring whenever repairs must be made to the vehicle by replacing unrepairable parts with new manufacturer's original parts (new or demonstration vehicles only). It can also cover the deductible paid to the primary insurer or whenever the client must lease (rent) a vehicle following a loss.

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 policy form.
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.

Your role is to ensure:

1. that 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. that the customer is not already covered under Q.E.F. No 43 (Change to Loss Payment Endorsement) and if not, that you mention this is a similar product.
4. Disclose the amount of commission that you will receive for the sale if it exceeds 30%

Eligibility & Terms

Replacement Insurance quotes are valid for 30 days.

To take advantage of Replacement Insurance, customers:

- must reside in Quebec
- must hold a valid primary insurance policy (Q.P.F. No. 1) covering the vehicle

Replacement Insurance is available on all makes and models sold classified as either new, demonstrator (treated as new) or pre-owned. The program eligibility for each is as follows:

**For more information about Replacement Insurance, contact your
LGM Dealer Development Manager or 1-855-506-6160.**



New Vehicles

'New Vehicle Rates' require vehicle to be within the current or one previous/future model year and less than 1,500's km at time of purchase. Terms available from 2-7 years.

Demonstrator Vehicles

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's at time of purchase. Terms available from 2-7 years.

Used Vehicles

'Pre-Owned Vehicle Rates' are available for all makes and models within 10 model years and less than 140,000 km's. Terms are available from 2-7 years.

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.

Customer Cancellation

100% premium return within first 30 days.
Prorated based on the cancellation table included within contract at time of purchase for cancellations after 30 days.

Transferable

No

Exclusions

See Selling Dealer Guide for full list of exclusions

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