

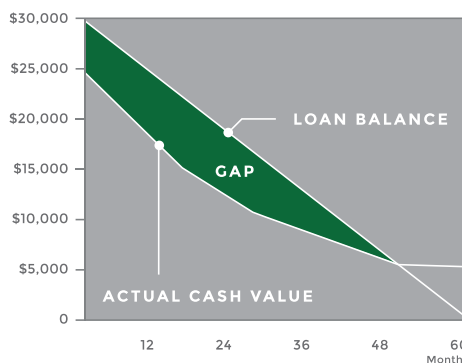


GAP WAIVER INSURANCE

After a total loss to the borrower's vehicle due to accident/theft, Gap Insurance covers the difference between the loan payoff and the actual cash value settlement made by the borrower's auto insurance policy.

WHY YOUR BORROWERS NEED GAP COVERAGE

- » Low or No Down Payments
- » Steep / Volatile Depreciation of Certain Vehicles
- » Slow Amortization of Longer Term Loans
- » Negative Equity 'Rolled Into' New Loan From Prior Loan
- » Primary Insurers 'Totaling' Vehicles with Less Damage
- » Value-Priced Protection



FEATURES

- » Protects the difference between Loan Balance Due and Actual Cash Value settlement
- » Covers Loans, Balloon Loans, and Leases, both New and Used vehicles
- » Borrower's Deductible covered up to \$1000
- » Optional Purchase by borrower; or discounted rate for Blanket Coverage of entire portfolio
- » Protects High Loan-to-Value Financing
- » Optional Coverage: \$1000 toward Replacement Vehicle financed with the Lender

BENEFITS

- » Protects the Lender from Deficiency Balance Write-Offs
- » Preserves Good Customer Relationship with the Borrower
- » Creates Fee Income for the Lender
- » Encourages Financing of New Replacement Vehicle through Lender

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PLEASE COMPLETE THE ATTACHED PROPOSAL REQUEST / APPLICATION,
OR CONTACT OUR MARKETING DEPARTMENT FOR MORE INFORMATION:
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