



# What's New

## US WEAR & TEAR

With car leasing on the rise, Excess Wear and Tear coverage has become a necessary inclusion in the Lease Finance Menu. To that end, US Warranty has created a comprehensive, competitively priced program for your dealership.

### **Coverage includes the following:**

- Exterior /Interior Components
- Electronics/GPS
- Wheels/Tires
- Bumpers/Trim
- Windshield/Window
- Lights/Lenses
- Muffler/Tail Pipe

### **BENEFITS**

- Vehicles up to \$150,000 MSRP
- Missing parts up to \$500
- Leases up to 72 months
- \$0 or \$100 Deductible Options
- Coverage up to \$5,000

## BI-WEEKLY PAYMENTS

Loan acceleration program providing Incremental F&I department income and increased product penetration while enabling customers to build equity more quickly, pay off loans faster, and save on interest charges.

### **Your customer's can:**

- Pay off loans faster
- Simplify budgeting
- Improve asset equity
- Match payments to paychecks
- Reduce interest charges



## UNITED STATES WARRANTY CORP.

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Email: [info@uswarranty.com](mailto:info@uswarranty.com)

## **USWC Online Entry System**

We are excited by the number of dealers who signed up to utilize the Online Entry System. For those of you that have enrolled, you now have access to the accounting and reporting of your **Warranty, Maintenance, Road Hazard, Key, GAP and Dent\*** Contracts Online.

We have recently added a **Cancellation Feature** to the Online Entry System. In the past, you were only able to obtain a quote. Now you can process the cancellation right online.

**THERE IS NO COST FOR THE ONLINE ENTRY SYSTEM.  
IT IS FREE TO SIGN ON, AND FREE TO UTILIZE!**

If you would like a demonstration or are ready to get started, please contact :

Raynie Ridenour, Marketing Coordinator

RRidenour@USWarranty.com

800-432-4566, ext. 239

*\*Dent Online Entry Available Only in Florida*

## **Transmittals**

We have updated the Transmittal form, which needs to be submitted to USWC, in order for us to process your business. **All** contract batches need to be sent to us, with a copy of the Transmittal form along with your Payment.

Even if you are utilizing the Online Entry System, we need you to submit the batches with the Billing Transaction History, the Transmittal form, as well as and your Payment.

If you need to submit a batch of contracts for the month that were not entered online, please submit the batches in two separate piles with a note on the pile that was not entered. The Transmittal and Payment should encompass both of the batches.

**The Transmittal can be ordered on our website @ [www.uswarranty.com](http://www.uswarranty.com):**

⇒ **Login to the Dealer Portal**

⇒ **Order Forms & Supplies**

⇒ **Other Items**

⇒ **Complete your order of the "Warranty Transmittal Form"**

**Does your F&I staff have the training & tools they need to succeed?  
Enroll them in the US College of Automotive Excellence**

Finance Professionals Role and Responsibility

Regulations and Compliance

Product Knowledge

Three Phases of Selling

- Interview Process/Needs Assessment
- Product Sales Presentation
- Menu Options Presentation

Objection Handling Tools & Skill

Credit Union & Cash Customers, Special Finance, Leasing

Credit Process

Lender Relations

***To participate in our next class***

***July 15th - 19th***

***Contact: Raynie Ridenour, Marketing Coordinator***

***RRidenour@USWarranty.com***

***800-432-4566, ext. 239***

**\$200 OFF\***

**ONE WEEK OF CLASSROOM TRAINING**

**July 15-19 2013 Westin Hotel, Fort Lauderdale**

**USWC COLLEGE OF  
AUTOMOTIVE EXCELLENCE**

**Expiration Date: 07/09/13**

**Expiration Date:**

**\*Restrictions May Apply**