



Lenders Insurance Solutions Group LLC

## “Those Lazy, Hazy, Crazy Days of Summer”

According to the U.S. Travel Insurance Association, 1 in 6 Americans experiences issues during their vacation plans. These range from medical conditions, severe weather and mechanical issues.

AAA warns that the majority of U.S. vehicles are at a higher-than-average risk for a breakdown. This is because older/used vehicles are twice as likely to end up stranded on the side of the road. The odds of the breakdown needing a tow quadruples. The higher cost of new vehicles has caused the car buyer to purchase used or pre-owned vehicles which may no longer have a manufacturer's warranty. So, what should your member do if their vehicle breaks down during their road trip?

Here are some thoughts that you may want to share with your members. The purchase of a Certified Automotive Vehicle Service Agreement will provide peace of mind while driving on the road to their vacation destination. Provide them with some information they may want to follow in the event of a breakdown. It's important that your member knows **“how to use”** this valuable protection in the event of a breakdown.

- Move the vehicle to a safe location (if possible)
- Contact Certified Automotive/Roadside Assistance: 1-877-778-3432
- If necessary, contact a tow truck
- Find a service repair facility
- Get the issue diagnosed
- Get a rental car and/or hotel if necessary

Twenty-nine percent of vehicles breakdown during a road trip\*. Here's what your members may be paying out of pocket if they do not protect their vehicle with a VSC.

- Alternator trouble: \$675-\$706
- Electrical problems: \$200-\$1,000 (depending)
- Starter/Motor: \$400-\$500
- Overheating \$500-\$1,500

A good question to ask your member is, *“How much of your vacation time and budget might you risk by not protecting your vehicle with a Vehicle Service Contract?”* Now compare some of the costs (listed above) to their out-of-pocket expenses with a VSC.