

# 7

# TRAITS TO LOOK FOR IN A VSC PROVIDER

IT'S NOT JUST ABOUT PRICE ANYMORE

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## REPUTATION

A company with decades of experience has **proven stability**, even in volatile economic times. Look for a provider with **insurance backing** who is **rated highly** with A.M. Best and the BBB.

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## INDUSTRY KNOWLEDGE

Based on their expertise in the industry, a VSC provider should be able to properly **assess vehicle risk** and **reserve accordingly**. This will protect you and your dealers' business.

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## PORTFOLIO PERFORMANCE

It's all about remaining profitable and protecting your **back-end profit** opportunities. A provider specializing in the **high-mileage niche** can help keep those vehicles out of dealers' reinsurance pools and maximize profit on their unused reserves.

## PAID CLAIMS

Review how much they have **paid in claims** and how **fast** the claims process is for drivers. Also, look into how much **flexibility** the provider offers to fit your unique needs.

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## PRICE

Yes, **price** is important. You don't want to price out your dealers and their customers. Find a **balance** between price and the other criteria to find the real **value**.

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## OTHER PARTNERS

**Referrals** are powerful. Learn what other agents work with the VSC provider you are considering. And take notice if the provider's **company culture** and **values** align with your own.

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## TECHNOLOGY

At this point, any VSC provider should accept service contract **applications online**. Even better is if they **integrate with your DMS** provider and allow **online claims** submissions. Bonus points for **online training** capabilities.

5



Interested in working with a service contract provider that checks all the boxes? GWC Warranty helps turn high-mileage inventory into high-profit opportunity.

Call us today at **800.482.7357**.

