

Vehicle Diminished Value Protection

After an accident, even a properly repaired vehicle is worth a lot less than a comparable vehicle that was never damaged—the **loss in value often exceeds 30%**. This loss in value is known as diminished value.

Diminished value often results in negative equity, causing vehicle owners to become “upside down” in their vehicle equity which decreases a dealer’s selling opportunity.

In the used car appraisal process, the industry-wide use of CARFAX® or other VIN history reporting, significantly increases the likelihood of a customer receiving a **low value for their trade-in due to diminished value**.

VALUEWise is the Solution for Diminished Value:

- VALUEWise can increase the trade-in value of a vehicle with diminished value by up to \$10,000.
- VALUEWise significantly reduces the financial exposure for the customer and lender by reducing or eliminating negative equity caused by diminished value.

VALUEWise Calculation for Diminished Value Benefit:



*Total amount not to exceed Black Book® average trade-in.
See Option Contract for all terms and conditions.*

VALUEWise Dealer Benefits:

- Can be sold at the point of sale or at anytime after the original sale.
- Available for both new and pre-owned vehicles regardless of vehicle mileage or condition.
- Provides choice of coverage term including one, three or five years and is available on cash, loan or lease transactions.
- Customers are subject to the provisions of the Option Contract, and must return to the original selling dealer to initiate the VALUEWise redemption process. This significantly reduces the dealer’s customer acquisition cost while providing new selling opportunities.
- Easy online tools for managing the redemption process including a quick reimbursement process.
- Coverage is underwritten by an A+ (Superior) rated insurance carrier.