



# **Easy Transition!**

## What is Changing?

- Enhanced Coverage for Members
- New Benefits
- Coverage Provider
- Branded name-Membercare

## What is not Changing?

- iQQ process
- Member's coverage previously purchased with Mercury
- How you present MBP to members
- How members use MBP
- Monthly MBP remittance in iQQ







Mechanical Breakdown Protection

The

Solution for Your Members

# program overview

### **Three Levels of Coverage**

(Deductible options: \$0, \$100, \$250, \$500)



 Eligible on vehicles current +10 model years with up to 100,000 miles.

Exclusionary, closest option to factory-like coverage

### enhanced

 Eligible on vehicles current +15 model years with up to 150,000 miles.

Named component, covers a majority of the vehicle's components and systems

### essential

 Eligible on vehicles of any year and any mileage. Named component, covers the most important components on the vehicle plus some extras



	elite	enhanced	essential	
Engine	•	•	-	
Turbocharger/ Supercharger	•	•	-	
Drive Axle	•	•		
Transmission	•	•	-	
Seals and Gaskets	•	•	-	
Taxes and Fluids	•	•	-	
Fuel System	•	•	-	
Cooling System		•	-	
Braking System	•	•	-	
Suspension		•		
Body Systems		•		
Steering		•		
Electrical System		•		
Air Conditioning		•		
Heating		•		
High-Tech/Convenience Group		•		
Advanced Safety Systems				
Hybrid System	•			
Dozens of additional parts	•			

# MemberCare Deskmat

### elite

Our elite coverage includes everything listed under the enhanced & essential levels

## plus, so much more.

Elite coverage is so comprehensive it's easier to say what parts are not covered.

#### WHAT IS NOT COVERED(1)

- Normal maintenance items and parts described in your vehicle's maintenance manual like batteries, spark plugs, filters, brake pads and shoes, wiper blades, etc.
- Carpet, upholstery, paint and weather seals
- Exhaust system, catalytic converter, brake drums, MacPherson strut cartridge insert or shock absorbers and manual clutch components
- Squeaks, rattles, water leaks or wind noise
- Convertible tops, glass, plastic or framing
- Damage due to corrosion or rust

#### HOW TO FILE A CLAIM

Mechanical Breakdown or Road Hazard Tire & Wheel

- Take your vehicle to a licensed repair facility.
- Before any repairs are performed, the repair facility must call the Administrator at 844.237.3498 with your policy number, mileage and date of failure in order to obtain prior

Key Replacement, Paintless Dent Repair or Windshield Repair

- 1. Call 844.237.3498 to obtain prior authorization.
- You will be contacted by the Administrator's technician.

Once a claim has been authorized, all applicable receipts, including receipts for roadside assistance, substitute transportation and trip interruption, must be submitted to the Administrator. You are responsible for paying the deductible (if

applicable) and any items not covered by the policy. Refer to your policy for more details.



MotorTrend® Recommended Best Buy.

### enhanced

Includes everything covered under the essential level, plus all components & parts below

#### ENGINE

Vacuum Pump

#### TURBOCHARGER/ SUPERCHARGER

- Turbo Intercooler Wastegate
- Wastegate Actuator/ Controller
- Supercharger Pulley and Clutch

#### **FUEL SYSTEM**

- Fuel Pump(s) Fuel Injectors
- Fuel Injection Pump
- Fuel Distributor Fuel Tank
- Metal Fuel Lines

#### BRAKING SYSTEM

- ABS Control Unit, Wheel Sensors, Pump and Motor, Accumulator, Actuator
- Master Cylinder Vacuum/Hydraulic Assist Booster
- Wheel Cylinders Disc Brake Caliper, Pistons and Seals
- Proportioning Valve
- Metal Hydraulic Lines and Fittings

#### COOLING SYSTEM

- Water Pump Radiator
- Fan, Viscous Drive, Clutch and Motor
- Condenser Fan
- · Cooling Fan Thermal Switch

#### SUSPENSION (FRONT/REAR)

- Upper and Lower Control Arms, Control Arm Shaft and Upper and Lower Ball Joints
- King Pins and Bushings Torsion Bars
- Strut Bar and Bushings
- Stabilizer Bar
- Links and Bushings Wheel Bearings
- Hub Bearings Knuckle Spindle and Support
- Strut Bearing and Mounts
- Automatic Leveling Unit Compressor
- Sensor and Limiter Valve MacPherson Strut Housing not including Shock Absorber

 All lubricated parts contained within the Steering Gear Box Rack Assembly, Control Valve

- Power Steering Pump Power Cylinder Assembly
- Pitman Arm Idler Arm Tie Rod Ends
- Drag Link
- Steering Column Shaft and Coupling
   Tilt/Telescoping Steering
- Actuator
- Position Sensor Cylinder Barrel
- Four-Wheel Steering Center Shaft and Couplings
- Power Steering Unit Control Unit
- Control Valve Speed Sensors and Oil President

#### BODY SYSTEMS

- Step Bumpers and Mounting Brackets Spare Tire Carrier
- Swing Arm
- Factory Installed Running Boards Swing Out Mirror Arms and
- Pop-Out or Sliding Side/Rear Window Latches and Hinges
- Tailgate Handle, Lock, Cables, Hinges and Latches
- Cargo Lamp Glove Box Door and Hinge Manually Operated Seat
- Adjustable Pedals Interior and Exterior Handles
- Map/Courtesy Light Assembly
- Gas Cylinders for Hood, Trunk and Hatch Hinges and Latches for Door,
- Hood, Trunk and Hatch Sunroof Cables, Tracks

#### Sun/Moon Roof Motor AIR CONDITIONING

- Condenser Evaporator
- - Compressor Accumulator
  - Receiver Dehydrator Clutch, Pulley and Field Coil Idler Pulley and Bearing
  - Expansion Valve P.O.A. Valve Orifice Tube
  - Air Conditioner Hoses and Lines

#### HEATING

- HVAC Blower Motor Heater Control Switch Heating Cables
- Heater Core Fluids required as part of a covered repair

#### ELECTRICAL SYSTEM

- Voltage Regulator
- Distributo Ignition Module
- Engine Wiring Harness Manually-Operated Switches
- Wiper Motor(s) Starter Drive and Solenoid Starter Motor
- Detonation Sensor tory Installed AM/FM dio, Cassette Player, C.D.
- Player and Speakers Wiper Module
- Heated Back Glass Elements
- Sun/Moon Roof Wiring Convertible Top Motor
- Relays Brake Light Switches Neutral Safety Switch
- Emergency Warning Flashers
- Sliding Door Contacts Ignition Switches Instrument Cluster
- Oil Pressure Sending Unit Speedometer Head

### HIGH-TECH/ CONVENIENCE GROUP

- Four-Wheel Steering Center Shaft and Couplings, Power Steering Unit, Control Unit,
- Control Valve, Speed Sensors and Oil Pump Power Door Lock Switches
- and Actuators Cruise Control Module, Engagement Switch
- Power Window Motor and Power Seat Motor
- Power Antenna Digital Driver Information Display and Module
- Keyless Entry Receiver Heated Side View Mirror Element
- Transducer
- Compass Thermometer Navigation Display Unit
- Navigation Control Unit LCD Screen (10"or less) Digital Video Disc Player
- Bluetooth<sup>6</sup> Microphone Back Up Cameras and
- Power Convertor

### essentia

#### Extensive selection of coverage that goes beyond the core vehicle components

Slave Cylinder

■ Transfer Case<sup>(2)</sup>

AUTOMATIC

Flex Plate

- Covers

· Oil Pan<sup>(2)</sup>

TRANSMISSION/

TRANSFER CASE

Vacuum Modulator

Center Support

Separator Plate

Transmission Coole

Torque Converter if internally damaged

Transmission Case<sup>6</sup>

ABS Control Unit

Pump and Motor

Actuator Assembly

Vacuum/ Hydraulic Assist

... Disc Brake Caliper Pistons and

Master Cylinder

Wheel Cylinders

Disc Brake Caliper

Proportioning Valve

Vacuum Assist Booster

Parking Brake Linkage

Backing Plates

Pump Springs

Self-Adjusters

Rear Activators

« Clips and Retainers

Metal Hydraulic Lines and

Wheel Sensors

... Accumulator

Transmission Mounts

Parking Lock Actuator

Dipstick and Filler Tube

Transmission Range Switch

■ Oil Pan<sup>(2)</sup>

#### ENGINE

- All internal, lubricated parts
- Cylinder Block
- Cylinder Head(s) Harmonic Balancer
- Timing Chain ... Timing Belt
- Balance Shaft Belt « Gears
- Guides and Tensioners Oil Pump
- Intake and Exhaust Manifold . Diesel Engine Vacuum Pump Engine Mounts
- Oil Pump Housing ... Oil Cooler
- Core Plugs Cylinder Barrels<sup>(2)</sup> Timing Chain Cover
- Valve Covers<sup>[2]</sup> Oil Pap<sup>(2)</sup> ■ Rotor Housing<sup>©</sup>

#### ■ Transfer Case<sup>(2)</sup> TURBOCHARGER/ SUPERCHARGER BRAKING SYSTEM

All internal parts

- DRIVE AXLE (FRONT/REAR)
- All internal, lubricated parts Drive Shafts Axle Bearings
- Drive Axles, Stub Axles
   Tripod Joints Universal Joints
- Constant Velocity Joints and Locking Hub Assembly
- Yokes and Center Support

#### ■ Drive Axle Housing<sup>(2)</sup> MANUAL TRANSMISSION/

- TRANSFER CASE All internal, lubricated parts
- Flywheel Transmission Mounts

#### FUEL SYSTEM

- PCV/Breather System
   Fuel Filler Pipe
- EGR System Leak Detection Pump
- Fuel Pump(s)
- Fuel Injectors Fuel Injection Pump
- Fuel Distributor All internal, lubricated parts Metal Fuel Lines
  - Emissions Vent Valve Air Pump
  - Canister Purge Solenoid Evaporator Canister Evaporator Vent Valve
  - Oil/Air Separator Computerized Timing and
  - Mixture Control Unit and Idle Air Control Valve

#### COOLING SYSTEM

- Water Pump Radiator
- Fan Viscous Drive
- Fan Clutch and Motor Condenser Fan Cooling Fan Thermal Switch

### Thermostat

SEALS AND GASKETS Seals and Gaskets on all covered parts

TAXES AND FLUIDS State and local taxes. where applicable, and fluids as required as part of a covered renair

To contact the California Consumer Hotline toll free, call 800.927.4357.

AUTOMOBILE PROTECTION CORPORATION - APCO

policy for complete terms, conditions and exclusions. Purchase of this coverage is optional and is not required to qualify for financing.

Such determination shall be made within the sole discretion of the repair technician. This coverage may provide a duplication of coverage

02020 Automobile Protection Corporation - APCO. MemberCare is a registered trademark of APCO. MotorTrend is a registered trademark of MotorTrend Group, LLC. All other trademarks died herein are property of their respe-

1041710MBI.001.0121



Our driver benefits are the industry's only



MemberCare Plus | Benefits Included on ALL Levels - No Deductibles Apply

### Convenience Bundle

### **Substitute Transportation**



Trip Interruption



Towing & 24/7 Emergency Roadside Assistance



Up to \$50/day; Max of \$250 for 5 days.

Applicable to Dealer Rental, Rental Car Agencies, Rideshare services

Up to \$125/day; Max of \$375/occurrence.

\*Must be 100 miles from residence and in repair facility overnight

Up to \$100 per occurrence

### Plus more benefits for a better drive

#### Road Hazard Tire & Wheel



**Key Replacement** 



Paintless Dent Repair



Windshield Repair



Unlimited repairs to tires/wheel

If unrepairable - replacement of up to 2 tires & 2 wheel

Like kind aftermarket tire/wheels are eligible for replacement up to manufacturer's cost

Up to \$800 to replace 1 primary key/fob

Up to \$200 on additional keys on the primary ring

Up to \$100 for home lockout assistance (\$85 for VSC)

Repair of up to a total of 5 minor dents or dings.

Up to 4" in diameter

Repair of up to a total of 5 minor glass chips or cracks to the front windshield.

Up to 2" long

# How does MemberCare compare to the competition?

	Member Care	Competitors
	Coverage is designed exclusively for credit union members to provide the best value and cannot be purchased at a dealership.  MemberCare offers at a fixed, low cost and is non-negotiable—near whole-cost selling price.	Members are offered third-party warranties from many sources. These other channels can negotiate the price right on the spot because of the extremely high mark up they begin with. And as they lower the cost to meet budget, they also lower the coverage.
EXTRA COVERAGE	Included at no charge	Sold stand-alone with one purpose – profit
Paintless Dent Repair	Included	Average Contract Cost: - \$600-1,500
Windshield Repair	Included	Average Contract Cost: \$500 Average repair cost: \$60 to \$100 for a single chip
Key Replacement	Included	Average Contract Cost: \$300  Keys can cost up to \$500 to replace and reprogram
Road Hazard Tire & Wheel	Included	Average Contract Cost: \$800
Substitute Transportation, Trip Interruption & 24/7 Emergency Roadside Assistance	Included	Substitute Transportation, Trip interruption, Roadside assistance: Minimum \$100/year through AAA



# more features & benefits for a better drive

### **SIMPLICITY**



**Day 1 Coverage -** No Waiting Period



**Extended eligibility and terms -** All terms are "add-on" to existing mileage



**60 Day Free Look Period;** after 60 days or if a claim has been filed, refund is pro rata - we do not deduct paid claims



Transferable - \$50 Transfer Fee.

### **CONVENIENCE**



Freedom to Use Any Licensed Repair Facility



Luxury Electronics included on Elite & Enhanced Levels



No lift kit surcharge - up to 6" (lift kit is excluded but the vehicle is eligible for coverage)

### **NO SURPRISES**



Covers Sales Tax, Fluids, Filters Diagnostics, Parts & Labor



Stand Alone Seals & Gaskets Coverage



Consequential Damage – coverage for a non-covered part damaged by a covered part



Part Failures as a result of wear & tear



Clear limits of liabilities – aggregate is based on purchase price or Nada Clean Retail Value of vehicle at time of MBP sale.



## Member Confidence - Industry's Only Endorsed MotorTrend Recommended Best Buy





# MemberCare Terms

**Buyer's Branch:** Loan Department

**Quote Number:** 

414

Collateral:

Autos, Light Trucks and Vans

Previously Titled: No Titled to Individual: Yes Commercial Use: No

Salvaged/Branded Title: No

**Edit Quote Info** 

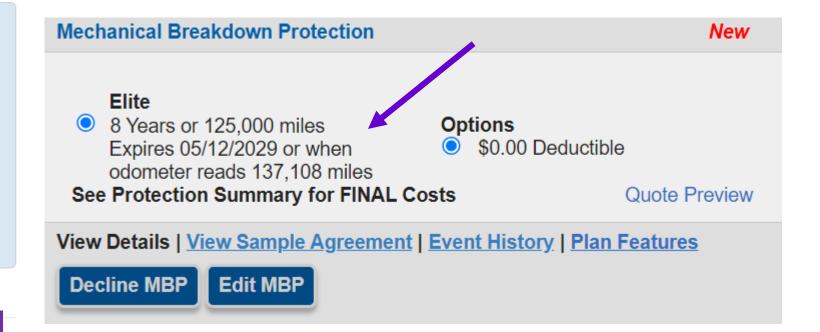
#### Collateral or Loan Info

Year: 2021 Make: FORD Model: EDGE

Sub-Model: 2WD, NORMAL,

GAS

**Mileage: 12,108** 



# Add on Coverage Mileage & Expiration



# What do you think about the new coverage?





# Which Car Brands Cost the Most to Maintain & Repair?

### Based on estimates of total car maintenance over 10 years

Rank	Car Brand	Cost
1	BMW	\$17,800
2	Mercedes-Benz	\$12,900
3	Cadillac	\$12,500
4	Volvo	\$12,500
5	Audi	\$12,400
6	Saturn	\$12,400
7	Mercury	\$12,000
8	Pontiac	\$11,800
9	Chrysler	\$10,600
10	Dodge	\$10,600
11	Acura	\$9,800
12	Infiniti	\$9,300
13	Ford	\$9,100
14	Kia	\$8,800
15	Land Rover	\$8,800

Rank	Car Brand	Cost
16	Chevrolet	\$8,800
17	Buick	\$8,600
18	Jeep	\$8,300
19	Subaru	\$8,200
20	Hyundai	\$8,200
21	GMC	\$7,800
22	Volkswagen	\$7,800
23	Nissan	\$7,600
24	Mazda	\$7,500
25	Mini	\$7,500
26	Mitsubishi	\$7,400
27	Honda	\$7,200
28	Lexus	\$7,000
29	Scion	\$6,400
30	Toyota	\$5,500

Source:2020

https://twocents.lifehacker.c om/the-car-brands-with-thehighest-maintenance-costsover-1781639773

Vehicles that are expensive to maintain, have high parts and labor costs and have limited warranty coverage drive the costs to protect them. Easy way to compare this is to credit scores and rates. The lower the score, the less dependability and the higher the rate and vice versa.



# MBP iQQ Forms

- Declarations Page
- Policy Provisions

### iQQ



#### Mechanical Breakdown Insurance Policy

COUNTERSIONATURE OF AUTHORIZED REPRESENTATIVE (WHERE REQUIRED)

DECLARATIONS PAGE

For Roadside Assistance: 1-844-237-3498

Claims and Customer Service: 1-844-237-3498

		Policy N	lumber		
In return for the payment of the premium and YOUR compliance of Universal Underwriters Insurance Company agrees to provide ins	with all applicable terms and	conditions of the	nis Mechanical P	own Ins	urance Policy, et forth herein.
INSURED INFORMATION					
INSURED'S NAME (LAST)	(FRST)				(MDDLE INTIAL)
					(MDDLF INTW.)
ADDITIONAL INSURED'S NAME (LAST)	(FIRST)				(MODLE INTIAL)
HOME ADDRESS	CITY			STATE	ZP
E-MAL ADDRESS	HOME PHONE		CELLER	ONE	
SELLER/PRODUCER INFORMATION				_	
SELLER/PRODUCER INFORMATION	PHONE		FAX		
SELLEN PRODUCER RAME					
STREET ADDRESS	CITY			STATE	ZIP
LIENHOLDER INFORMATION					
LIENHOLDER NAME	PHONE	7	FAX		
STREET ADDRESS	CITY			STATE	ZIP
VEHICLE INFORMATION					
VEHICLE DENTIFICATION NUMBER YEAR MAKE	MCDEL				
POLICY INFORMATION  COMPAGE IN AN OPTIONAL COMPAGE DEDUCTINE POLICY BUILD  COMPAGE IN AN	CHARE COOMETER READING AT	POLICY TERM MONTHS MLES	WAITING PERIOD MONTHS MILES	DATE	LICY EXPIRATION MILEAGE
COVERAGE PLAN CPTICHAL COVERAGE DEDUCTIBLE POLICY PUR elliepha enhancedplus essentialplus Snow Plow Commercial DATE	POLICY PURCHASE DATE	MONTHS MLES	MUNITS MILES	DATE	MILEAGE
INSURANCE PREMIUM					
TOTAL INSURANCE PREMUM					
ADMINISTRATOR INFORMATION					
ADMINISTRATOR NAME	PHONE		FAX		
Automobile Protection Corporation - APCO	1-844-237-34	98			
STREET ACCRESS	OTY			STATE	ZIP
P.O. Box 88230	Atlanta			GA	30356-8230
SCHEDULES AND ENDORSEMENTS					
THE FOLLOWING SCHEDULE OF COVERAGES AND/OR ENDORSEMENTS ATTACH TO AND FORM PART	OF THIS POLICY				
MBI003 (06/2020) - eliteplus					
This Declarations Page, together with the Policy Provisions, Schedule Breakdown Insurance Policy.	of Coverages and any End	orsement(s) att	ached hereto comple	ete this M	echanical
YOU, whose signature appears below, acknowledge that: (1) the infor this POLICY is being issued in reliance upon the truth of such informate before any repairs or replicaments are performed under this POLICY's stated periodic maintenance recommendations and this POLICY's gut not required to botain financing or to register a most vehicle; (5) THIS AUTOMOBILE LIABILITY INSURANCE NOR DOES IT COMPLY WINDOWN THE COVERAGE; and (6) YOUR POLICE INSURANCE COVERAGE; and (6) YOUR POLICE.	tion; (2) YOU understand th ; (3) YOU agree to maintain idelines, and keep all receip § POLICY DOES NOT PRO ITH ANY FINANCIAL RESP	at authorization the covered VE ts of such servi VIDE BODILY PONSIBILITY L	from the ADMINIST HICLE in accordance; (4) purchase of t INJURY AND PROF AW OR ANY OTHE	RATOR I se with the his POLIC ERTY DO R LAW N	must be received e manufacturer's CY is optional and is AMAGE

TO FILE A CLAIM - CALL THE ADMINISTRATOR TOLL FREE AT 1-844-237-3498

membercare.

#### Mechanical Breakdown Insurance Policy

POLICY PROVISIONS

Universal Underwriters Insurance Comp

For Ro Assistance: 1-844-237-3498

#### olicy Num

In return for the payment of the premium and YOUR compliance with all applicable terms and conditions of the "Archanical Breakdowin Insurance Policy, Universal Underwitter Insurance Company agrees to provide insurance as stated in this POLICY subject by the terms and conditions set forth herein.

INDECENTENTS

Declarations Page
Affect to the POLICY

Schedule of Coverages
Affection I - Definitions
1 - 2

Section II - Coverage
Section III - Exclusions
3 - 4

Section IV - Limits of Liability
5

Section V - How to Obtain Service and File a Claim
5

This POLICY is between YOU and US and is subject to the following terms, conditions, lengthines, exceptions, exclusions and definitions. No person has the authority to change the POLICY or to waive any of its provision. This POLICY or to the intelligent for the Int INSURED and applies only to the VEHICLE dissorbed in the Declarations Page. Please review the Declarations Page to confirm all information is correct. If this information is not correct, please call the ADMINISTRATOR immediately.

#### ISURING AGREEMENT

Universal Underwriters Insurance Company agrees, subject to the terms, conditions and exclusions contained herein, to repair, replace, or reimburse the INSURED the reasonable cost to repair or replace, any of the parts or Additional Benefits covered by this POLICY as set forth in the Schedule of Coverages

#### DEFINITIONS

The following definitions apply to words used frequently in this POLICY:

Section VII - General Policy Provisions

ADMINISTRATOR	means the ADMINISTRATOR as set forth in the Declarations Page.
COMMERCIAL PURPOSES	means a vehicle used in commerce or to generate profit, including but not limited to pick-up and delivery service, company poor lose, or business lawed when the vehicle is used by more than one driven, government purposes, deliveries, service or repart calls, route work, job site activities, construction, farming, ranching, hauling or as a RIDESHARE VEHICLE.
DEDUCTIBLE	means the portion that YOU must pay per visit for a covered repair, as set forth in the Declarations Page. The DEDUCTIBLE does NOT apply to the Additional Coverages set forth in "Paragraph B," the Additional Benefits set forth in "Paragraph C," or the Optional Coverages set forth in "Paragraph D." of Section III.
MECHANICAL BREAKDOWN or FAILURE	means the inability of any covered part(s) to perform the function(s) for which it was designed due to defects in inatestal or workmanship of that covered part. The manufacturer has established tolerances for the express purpose of defining FAILURE and serviceability. When specifications exceed these manufacturer's tolerances, a FAILURE will be considered to have occurred.
POLICY, YOUR POLICY	means this Mechanical Breakdown Insurance Policy, which includes the Declarations Page, Policy Provisions, Schedule of Coverages and any Endorsement(s) attached hereto. The POLICY is a contract between YOU and US that YOU have purchased from US through the SELLER.
RIDESHARE VEHICLE	means a car service where a person arranges for transportation via a privately-owned vehicle, e.g., Uber, Lyft.
SELLER	means the company from which YOU purchased this POLICY.
VEHICLE, YOUR VEHICLE	means the VEHICLE described in the Declarations Page.
WAITING PERIOD	means the number of months (WATINIA PERIOD MONTHS) that must elepse from the Policy Pruchase Date before coverage begins and the number of miles (WATINIA PERIOD MILES) that must be driven from the Odometer Reading At Policy Purchase Date before coverage begins. The WATINIA PERIOD will not reduce the actual Policy Term Months/Miles set forth in the Policy Information section of the Declarations Page, Instead, the Policy Term shall be extended by the WATINIA PERIOD MILES and WATINIA PERIOD MINTHS.



# elite Named Exclusion

- ➤ Eligible vehicles are current +10 model years with up to 100,000 miles
- ➤ Add-on Coverage time and mileage

### Page 8



### **Mechanical Breakdown Insurance Policy**

SCHEDULE OF COVERAGES

Universal Underwriters Insurance Company

For Roadside Assistance: 1-844-237-3498 Claims and Customer Service: 1-844-237-3498

#### **Policy Number**

In return for the payment of the premium and YOUR compliance with all applicable terms and conditions of this Mechanical Breakdown Insurance Policy, Universal Underwriters Insurance Company agrees to provide insurance as stated in this POLICY subject to all the terms and conditions set forth herein.

#### eliteplus

#### COVERAGE

MECHANICAL BREAKDOWN OR FAILURE (EXCLUSIONARY COVERAGE)

This Coverage Plan covers all components and parts in the event of a MECHANICAL BREAKDOWN or FAILURE, subject to terms, conditions and exclusions set forth in this POLICY.

### Page 4

- BY THE INSURED OR OPERATOR'S FAILURE TO USE ALL REASONABLE PRECAUTIONS TO PROTECT THE VEHICLE FROM ANY FURTHER LOSS OR DAMAGE AFTER A MECHANICAL BREAKDOWN OR FAILURE OR ROAD HAZARD TIRE & WHEEL DAMAGE HAS OCCURRED;
- 29. ANY COSTS IF VERIFIABLE RECEIPTS AS REQUIRED IN SECTION VI. INSURED'S RESPONSIBILITIES ARE NOT FURNISHED UPON REQUEST:
- 30. THE REPAIR OF VALVES AND/OR RINGS FOR THE PURPOSE OF RAISING THE ENGINE'S COMPRESSION WHEN A MECHANICAL BREAKDOWN OR FAILURE HAS NOT OCCURRED:
- 31. ANY VEHICLE DETERMINED TO BE A PREVIOUS FLOOP OR SALVAGE VEHICLE OR ON WHICH THE TITLE TO THE VEHICLE HAS BEEN ALTERED OR "WASHED;" AND
- 32. FOR ANY MECHANICAL BREAKDOWN OR FAILUP THAT OCCURS PRIOR TO THE COMPLETION OF ANY PPLICABLE WAITING PERIOD.
- B. In addition to the exclusions set forth in "Paragra in A." of this Section, the following additional exclusions are applicable to the respective Additional Benefits as set forth below:
- KEY REPLACEMENT this POLICY does of provide coverage for:
   a. Inoperability due to loss of battery charge or battery failure of the
  - key(s);b. Replacement of any key that was not delivered to YOU at the
  - Policy Purchase Date; and
  - Repair or damage to YOUR residence, VEHICLE or other property.

C. In addition to the exclusions set forth in "Paragraph A." and "Paragraph B." of this Section, the following additional exclusions are applicable to the respective Coverage Plans as set forth below:

#### eliteplus

#### This POLICY does not provide coverage:

a. For maintenance/parts:

- Unless required as part of a covered repair parts and maintenance items/procedures such as engine tune-ups, spark plugs, spark plug wires, glow plugs, filters, brake pads, brake shoes, brake linings, brake rotor, suspension alignment, all hoses (except for air conditioning lines and hoses), belts and wiper blades;
- Unless required as part of a covered repair adjustments, lubricants, coolants and fluids;
- iii. Other maintenance services and parts described in the manufacturer's maintenance schedule for the VEHICLE are excluded from coverage under this POLICY.
- b. To certain other parts, including:
- i. Bright metal, sheet metal, bumpers, ornamentation moldings, carpet, upholstery, paint, exhaust system, catalytic converter, brake drums, MacPherson strut cartridge insert or shock absorbers, batteries, battery cables, lenses, light bulbs, sealed beams, glass, interior trim, manual clutch components, body seals and gaskets (e.g., weather stripping); and
- ii. Convertible tops, glass, plastic, framing, cables, or seals.



# enhanced Named Component

- Eligible vehicles are current +15 model years with up to 150,000 miles
- Add-on Coverage time and mileage

### Page 8



### **Mechanical Breakdown Insurance Policy**

SCHEDULE OF COVERAGES

Universal Underwriters Insurance Company

For Roadside Assistance: 1-844-237-3498 Claims and Customer Service: 1-844-237-3498

#### **Policy Number**

In return for the payment of the premium and YOUR compliance with all applicable terms and conditions of this Mechanical Breakdown Insurance Policy, Universal Underwriters Insurance Company agrees to provide insurance as stated in this POLICY subject to all the terms and conditions set forth herein.

### enhancedplus

#### COVERAGE

MECHANICAL BREAKDOWN OR FAILURE (STATED COMPONENT COVERAGE)

This Coverage Plan covers the following specific vehicle components in the event of a MECHANICAL BREAKDOWN or FAILURE, subject to the terms, conditions and exclusions set forth in this POLICY:

- 1. ENGINE: All internal, lubricated parts. Cylinder Block; Cylinder Head(s); Harmonic Balancer; Timing Chain, Timing Belt, Balance Shaft Belt, Gears, Pulleys, Guides and Tensioners; Oil Pump; Intake and Exhaust Manifold; Diesel Engine Vacuum Pump; Engine Mounts; Oil Pump Housing; Vacuum Pump; Oil Cooler; Core Plugs. The following parts are covered only if damaged by the FAILURE of an internal, lubricated part: Cylinder Barrels, Timing Chain Cover, Valve Covers, Oil Pan and Rotor Housing.
- TURBOCHARGER/SUPERCHARGER: All internal parts. Turbo Intercooler, Wastegate, Wastegate Actuator/Controller; Supercharger Pulley and Clutch.
- 12. BRAKING SYSTEM: ABS Control Unit; Wheel Sensors; Pump and Motor; Accumulator; Actuator Assembly; Master Cylinder; Vacuum/ Hydraulic Assist Booster; Wheel Cylinders; Disc Brake Caliper; Disc Brake Caliper Pistons and Seals; Proportioning Valve; Metal Hydraulic Lines and Fittings; Backing Plates; Vacuum Assist Booster Pump Springs; Clips and Retainers; Self-Adjusters; Rear Activators; Parking Brake Linkage and Cables.
- SUSPENSION (FRONT/REAR): Upper and Lower Control Arms, Control Arm Shaft and Bushings; Upper and Lower Ball Joints; King Pins and Bushings; Torsion Bars; Strut Bar and Bushings; Stabilizer



# essential Named Component

### Powertrain Coverage

- Eligible vehicles are any year, any mileage
- Add-on Coverage time and mileage

### Page 8



### **Mechanical Breakdown Insurance Policy**

SCHEDULE OF COVERAGES

Universal Underwriters Insurance Company

For Roadside Assistance: 1-844-237-3498 Claims and Customer Service: 1-844-237-3498

#### **Policy Number**

In return for the payment of the premium and YOUR compliance with all applicable terms and conditions of this Mechanical Breakdown Insurance Policy, Universal Underwriters Insurance Company agrees to provide insurance as stated in this POLICY subject to all the terms and conditions set forth herein.

### essentialplus

#### COVERAGE

#### MECHANICAL BREAKDOWN OR FAILURE (POWERTRAIN COVERAGE)

This Coverage Plan covers the following specific vehicle components in the event of a MECHANICAL BREAKDOWN or FAILURE, subject to the terms conditions and exclusions set forth in this POLICY:

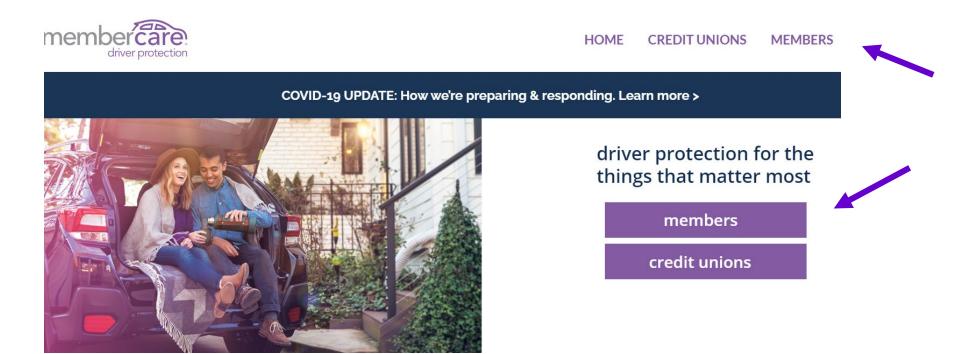
- 1. ENGINE: All internal, lubricated parts. Cylinder Block; Cylinder Head(s); Harmonic Balancer; Timing Chain, Timing Belt, Balance Shaft Belt, Gears, Pulleys, Guides and Tensioners; Oil Pump; Intake and Exhaust Manifold; Diesel Engine Vacuum Pump; Engine Mounts; Oil Pump Housing; Oil Cooler; Core Plugs. The following parts are covered only if damaged by the FAILURE of an internal, lubricated part: Cylinder Barrels, Timing Chain Cover, Valve Covers, Oil Pan and Rotor Housing.
- TURBOCHARGER/SUPERCHARGER: Turbocharger and Supercharger including all internal parts
- B. TRANSMISSION / TRANSFER CASE / MANUAL TRANSMISSION / TRANSFER CASE: All internal, lubricated parts. Flywheel; Transmission Mounts; Clutch Master and Slave Cylinder. The following parts are

- SEALS AND GASKETS: Seals and Gaskets on all covered parts.
- TAXES AND FLUIDS: State and local taxes, where applicable, and fluids as required as part of a covered repair.
- 8. FUEL SYSTEM: Fuel Pump(s); Fuel Injectors; Fuel Injection Pump; Fuel Distributor; Fuel Tank; Metal Fuel Lines; PCV/Breather System; Fuel Filler Pipe; EGR System; Leak Detection Pump; Emissions Vent Valve; Air Pump; Canister Purge Solenoid; Evaporator Canister; Evaporator Vent Valve; Oil/Air Separator; Computerized Timing and Mixture Control Unit and Sensors; Idle Air Control Valve.
- COOLING SYSTEM: Water Pump; Radiator; Fan; Viscous Drive; Fan Clutch and Motor; Condenser Fan; Cooling Fan Thermal



# MemberCare ID Card

# Membercare.com





Click here to access your account information



# MemberCare ID Card

# Membercare.com

24/7 Roadside Assistance: 855.440.0761

**Vehicle Service Contract Claims: 844.237.3498** 

Mechanical Breakdown Insurance Claims: 844.237.349

Edge Bundled Coverage Claims: 844.253.1295

Claims and Member Services operating hours:

Mon-Fri: 8:00AM-8:00PM EST

Sat: 9:00AM - 12:00PM EST

### my digital ID card

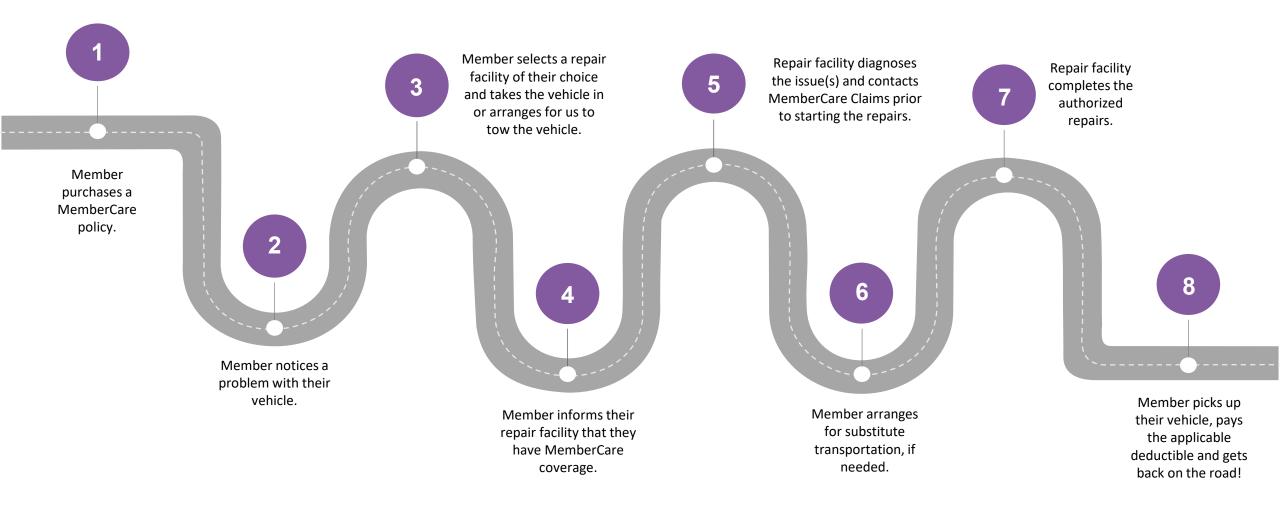
Find and print your MemberCare driver protection ID card so it's handy in the event you need assistance.



find my card



# The Claims Process





Claims Department hours are M-F 8 am - 8 pm EST, Sat 9 am - 12 pm EST Repairs may be completed at any licensed repair facility in the US & Canada. Claims can be paid via MemberCare's corporate credit card.

MBP provides emergency claims on a case-by-case basis.



# MBP Rate Comparison – Exclusionary (New)

				[	APCO - MemberCare MBI						Mercu	ıry MBI						
						Recommended Term Selection			Mercury Up To Term Selection					Variance				
Year	Make	Model	VIN	Average Start Mileage	Month Term	Mileage Term	Expiration Mileage		\$100 Deductible	Month Term	Mileage Term (up to)	Actual Usable Mileage	Expiration Mileage	\$0 Deductible	\$100 Deductible	Price Difference (\$0 Ded)	Price Difference (\$100 Ded)	
2017	Honda	CIVIC	2HGFC2F5XHH547415	35,404	60	75,000	110,404	\$895	\$704	60	100,000	64,596	100,000	\$934	\$684	\$39	(\$20)	10,404
2017	Honda	ACCORD	1HGCR2F03HA108562	36,644	60	75,000	111,644	\$895	\$704	60	100,000	63,356	100,000	\$934	\$684	\$39	(\$20)	11,644
2020	Chevrolet	SILVERADO	1GCRYDED3LZ307522	34,773	60	75,000	109,773	\$1,709	\$1,291	60	100,000	65,227	100,000	\$1,808	\$1,558	\$99	\$267	9,773
2020	Toyota	CAMRY	4T1G11AK9LU949055	34,177	60	75,000	109,177	\$796	\$633	60	100,000	65,823	100,000	\$934	\$684	\$138	\$51	9,177
2020	Toyota	RAV4	2T3W1RFVXLC058388	23,462	60	85,000	108,462	\$704	\$565	60	100,000	76,538	100,000	\$876	\$626	\$172	<b>\$</b> 61	8,462
2020	Toyota	TACOMA	5TFSZ5ANXKX170432	33,478	60	75,000	108,478	\$796	\$633	60	100,000	66,522	100,000	\$1,156	\$906	\$360	\$273	8,478
2017	Tovota	COROLLA	2T1BURHE8HC958130	34.379	60	75 000	109 379	\$796	\$633	60	100.000	65.621	100 000	\$934	\$684	\$138	<b>\$</b> 51	9 379
2019	Ford	F150	1FTEW1E43KFA78942	41,605	60	75,000	116,605	\$2,101	\$1,576	60	100,000	58,395	100,000	\$1,808	\$1,558	(\$293)	(\$18)	16,605

# Resources & Tools

### **Deskmat & JD Powers Study**

### **MBP** Brochure



Quoting tool: IQQ





Sample Policy



#### Mechanical Breakdown Insurance Policy

For Roadside Assistance: 1-844-237-3498

Claims and Customer Service: 1-844-237-3498

	Policy Number
In return for the payment of the premium and YOUR compliance with all applicable term Universal Underwriters Insurance Company agrees to provide insurance as stated in thi	is and conditions of this Mechanical Breakdown Insurance Policy, is POLICY subject to all the terms and conditions set forth herein.
TABLE OF CONTENTS	
Declarations Page	Affixed to the POLICY
Schedule of Coverages	Affixed to the POLICY
Section I - Definitions	1 - 2
Section II - Coverage	2 - 3
Section III - Exclusions	3 - 4
Section IV - Limits of Liability	5
Section V - How to Obtain Service and File a Claim	5
Section VI - Insured's Responsibilities	5
Section VII - General Policy Provisions	6



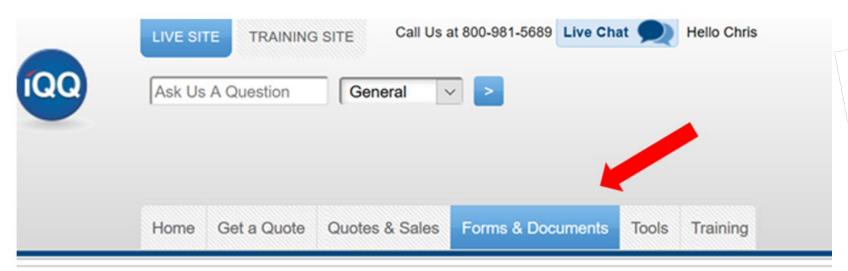
Userna	me	
Passwo	ord	
••••	•••	
Live @	Training	0

**Testimonials** 





# iQQ – Forms & Documents

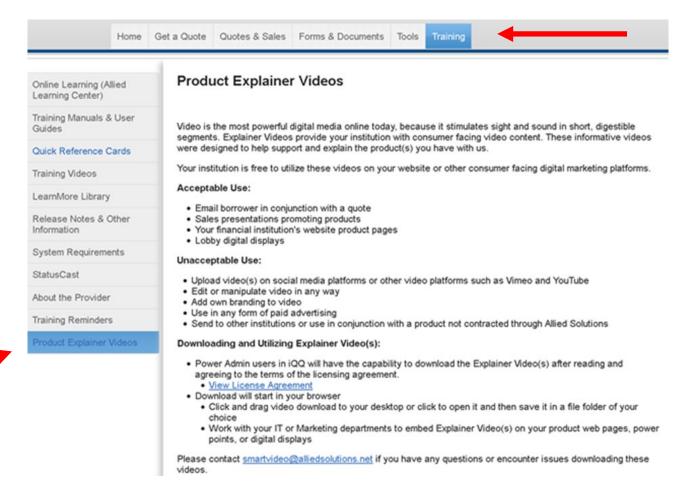


Brochures, Sample Certificates, Admin Forms, etc





# iQQ – Explainer Videos



Description	Video
GAP Product Explainer Video	View Download
MBP Product Explainer Video	View Download



# MemberCare is an Extension of Your Organization

YOUR MEMBERS: OUR PURPOSE



### **WORLD CLASS**



- Protecting Drivers for Over 35 Years
- Segmented Queue for MemberCare
- The Person With the Keys is the Key to Success
- ASE Certified Claims Adjusters
- Industry's only MotorTrend Recommended Best Buy



### CONFIDENCE



- Over \$3.5 billion paid in claims
- ASA Under 30 Seconds
- Claims Approval <5 mins</li>
- 1-Call Resolution
- Audio & Video Recording



### **EXPERIENCE**

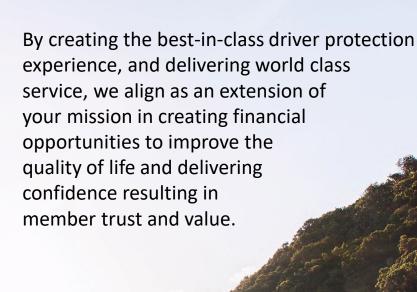


- Over 11 million protected drivers
- Dedicated Training & Support
- A Rating From the Better Business Bureau





Our partnership mission is to help provide the best and most innovative vehicle financing experience for your members.



# MBP What's Next



Member Care Effective Date: July 1, 2021

MBP quotes will automatically expire in iQQ 6/30/21



Previously Sold Mercury polices will **remain in force** according to the original terms



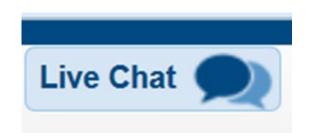
Allied Solutions will continue to provide assistance with Mercury policies & MemberCare policies



# MBP Contacts & Support

### Product Department – Internal Support (CU only)

Client Services Support Center (CSSC): GAP, MBP, & iQQ - 800-981-5689 or <u>CSSC@alliedsolutions.net</u>





### **Additional Support**

**Chris Salas -** Client Development Manager 949-813-9026 or <a href="mailto:chris.salas@alliedsolutions.net">chris.salas@alliedsolutions.net</a>



# Q & A's

Any Questions, Comments or Concerns?

Remember...

