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RoadVantage Introduces 6- and 7-Year Coverage Terms on All Ancillary Products

F&I Innovator Extends Terms on All Products to Seven Years

Austin, Texas (PRWEB) – January 15, 2014 – RoadVantage, a leading provider of progressive F&I programs for the automotive industry, today unveiled coverage terms up to 7 years for its full line of ancillary products – becoming the first ancillary company to extend coverage terms to seven years across the board.

“Looking at the trend toward longer-term auto financing, it only makes sense for ancillary products to follow suit,” said Garret Lacour, CEO of RoadVantage. “While service contracts, GAP and environmental coverages may go up to seven years, no other provider offers 7-year terms on the full line of F&I products. Having the option to match coverage terms on ancillary products with all loan terms is the next logical step, and it hasn’t been available until today.”

RoadVantage now offers 6- and 7-year coverage terms on all products, including its full suite of standalone and bundled programs.

“This is another demonstration of RoadVantage’s forward-thinking approach to F&I,” said Alan Miller, senior vice president of sales at CNA National, which announced an alliance with RoadVantage in September 2013. “Superior customer service and product quality, and now the longest terms of any provider in the industry on all F&I products: this is the kind of innovation our clients seek.”

“By extending our coverages, we recognize and address another void,” said Randy Ross, senior vice president of sales at RoadVantage. “If auto loans last as long as 7 years, why shouldn’t F&I ancillary warranties? This is one more way in which RoadVantage strives to set a new industry standard in F&I.”

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About RoadVantage

Austin-based Vantage Administration Services, LP with its RoadVantage® branded suite of products, is led by F&I industry veterans focused on one goal: building a better automotive aftermarket ancillary product company, from the ground up.

Unencumbered by legacy systems, obsolete products or out-of-date processes, the RoadVantage team started with a clean slate, leveraging new technology and a streamlined approach to develop truly innovative products and the highest level of customer experience – driving value and profit for all stakeholders, and setting a new industry standard in the process. RoadVantage (<http://www.roadvantage.com>) offers a full portfolio of ancillary products through certified agents and is headquartered in Austin, TX with regional offices in Dallas, TX; Phoenix, AZ and St. Augustine, FL.

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