

# Introducing RoadVantage Theft – Replacing IAAWG Phantom Footprints

Date: April 18, 2025

On April 22<sup>nd</sup>, we will go live with a new theft protection product from RoadVantage. This product is currently sold in our RFJ locations. The new RoadVantage theft product will replace the IAAWG Phantom Footprints product in our franchise locations. The new program adds additional guest benefits to the product while maintaining current dealer costs.

During the rollout, Phantom Footprints forms will continue to be available in Darwin and CDK to help with the transition. New vehicle body labels and Marketing POP materials have been sent to your dealership and will arrive in the next few days. You can still use your existing inventory of Phantom Footprints body labels. We will begin removing Phantom Footprints from Darwin on 5/1/2025. This process will be completed by the end of May.

#### Here are the program details.

- Enhanced Consumer Coverage and Benefits
  - \$1000 travel allowance
  - \$1000 airfare allowance
  - o \$500 rental car allowance
- No changes to dealership cost on \$5,000 or \$7,500 Benefits
- No changes to current dealership operational processes
- The only changes are:
  - Discontinuation of the \$2500 benefit option (Better guest value with the \$5,000 & \$7,500 benefits)

#### Darwin Menu View:

	A Products					
X		Rank	Name	0		
	1		JM&A VSC ¥	• Rate		
	=	0	IAS Phantom Footprint &	O Rate		
_	≡	3	RoadVantage Theft Protection			
	=	(1)	JM&A Road Hazard Tire & Wheel	O Rate		

The RoadVantage option will only show in Darwin for deals started on or after 4/22. Existing deals will not show this option. You will need to log out of Darwin and back into the system for RoadVantage Theft to become visible. (Possibly restart your computer)

You will need to click on the arrows to populate the RoadVantage Theft option.

Please view the video link for complete details:

Recap: Record RoadVantage Theft Product Launch Dealer Video Thursday, April 17



# **Comparison vs. Phantom**

	\$5000	) Theft	\$7500 Theft	
	Current Provider	RoadVantage	Current Provider	RoadVantage
Term	5-years	5-years	5-years	5-years
Actual Cash Value cap?	Yes, if less than stated benefit	Yes, if less than stated benefit	Yes, if less than stated benefit	Yes, if less than stated benefit
Deductible Reimbursement	\$500	\$1,000	\$1,000	\$1,000
Claim Reporting Window	45 days	45 days	45 days	45 days
		<ul> <li>\$1000 travel allowance</li> <li>\$1000 airfare</li> </ul>	none	<ul> <li>\$1000 travel allowance</li> <li>\$1000 airfare</li> </ul>
Additional Benefits	none	allowance		allowance
		• \$500 rental car allowance		• \$500 rental car allowance
Cancellation	Cancellation Non-cancellable		Non-cancellable	Non-cancellable
Transfer Fee	\$50	\$35	\$50	\$35

### Sonic Resources:

Rian Rooney, Director of Protection Products Email: <u>rian.rooney@sonicautomotive.com</u> Ron Humphreys, Project Management Office Email: <u>ronald.humphreys@sonicautomotive.com</u>

### RoadVantage Resource:

Michael Picolo, Sr. VP, National Sales Manager Email: <u>michaelp@roadvantage.com</u> Phone: (972) 365-7370