POWERFUL SOLUTIONS

For maximum F&I profitability

Historical Revisionism (addendum to Menu Architecture (some Psychological Considerations))

What accepted, established, and traditional views are we currently holding, regarding the make-up of our menu?

We are all human and the 'historical record' reflected in our current menu may create envy among tree-rings. I know mine did! Like many of you, complacency may cause us to miss necessary changes... as happened in this case.

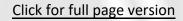
According to the Oxford Languages Dictionary, the proverb "familiarity breeds contempt" relates that... "extensive knowledge of, or close association with, someone or something, leads to a loss of respect for them, or it." In other words, regarding our menus, are we presenting a menu, daily, that would invoke horror to the mind of someone unfamiliar with said menu? Is its construction, verbiage, and/or overall makeup really awful??

Recently, unusual circumstances placed me in a position to take a critical look at what I was presenting, and I didn't like what I saw. Prior to the occurrence of something out of the ordinary, it was status quo. Consider this a reminder regarding the importance of regularly reviewing what message, exactly, your menu is sending... take a critical look at your product descriptions, too. You, like me, may find them wholly inadequate, or worse.

Below, you'll find revised versions of the menus included in last month's article. My humble apologies to the class...

Shallow-columned, 1-term finance menu

| Conley Insurance Group | Repayment Options | | Erik (Shallow-Columned, 1-Term) Landru 2023 Buick Enclay Odometer: 6,144 VIN: 5GAEVBKW7PJ1937: | |
|---|--|---|--|--|
| Sale Price: \$47,500.00 Sales Tax: \$0.00 Rebate: \$2,500.00 Trade Allowance: \$10,000.00 Payoff: \$13,226.71 Admin Fee: \$199.00 Base Payment (60 months, 7.99% Interest Rate) \$984.91 | | | | |
| Preferred | Value | Basic | Economy | |
| Vehicle Service Contract | Vehicle Service Contract | Vehicle Service Contract | Vehicle Service Contract | |
| Pays 100% of covered Parts and Labor, after deductible. Additional senefits apply. Comprehensive mechanical & electrical breakdown coverage. | Pays 100% of covered Parts and Labor, after deductible. Additional benefits apply. Comprehensive mechanical & electrical breakdown coverage. | Pays 100% of covered Parts and Labor, after deductible. Additional benefits apply. Comprehensive mechanical & electrical breakdown coverage. | Pays 100% of covered Parts and Labor, after deductible, Additional benefits apply. Comprehensive mechanical & electrical breakdown coverage. | |
| Maintenance | Maintenance | Maintenance | Guaranteed Asset Protection | |
| ube, Oil, and Filter with Tire Rotations, every other isit.convenience and exceptional value, repages your whicke's service visits to ensure proper maintenance. 5 ears, 60,000 miles, every 5000 miles. | Lube, Dil, and Filter with Tire Rotations, every other kish. convenience and exceptional value. Prepays your whick's senker kishs to ensure proper maintenance. 5 lears, 60,000 miles, every 5000 miles. | visitconvenience and exceptional value. | Pides up where the insurance company leaves off. In the event yo which is totaled, or stolen and unrecovered. GAP pays into the difference between your payoff and what the insurance company pays, plus your deductible, up to \$1000. | |
| Guaranteed Asset Protection | Guaranteed Asset Protection | Guaranteed Asset Protection | | |
| vehicle is totaled, or stolen and unrecovered. | Pids: up where the insurance company leaves off in the event your weblidle is totaled, or stolen and unrecovered. KAP pays into the difference between your payoff and what the insurance company pays, plus your deductible, up to \$1000. | Pides up where the insurance company leaves off. In the event your whicle is totaled, or stolen and unrecovered. GAP pays into the difference between your payoff and what the insurance company pays, plus your deductible, up to \$1000. | | |
| Tire & Wheel | Tire & Wheel | | | |
| The and wheel protection from damage due to road hazards, including the repair (and possibly replacement) of tires and wheels. A cosmetic benefit may also be applicable. 5 years, unlimited incleage, \$0 deductible. | Fire and wheel protection from damage due to road hazards, including the repair (and possibly replacement) of tires and wheels. A cosmetic benefit may also be applicable. 5 years, unlimited mileage, 40 deductible. | | | |
| Ding Shield | Ding Shield | | | |
| Paintiess repair of minor dents and dings. Also pays deductible (up to \$1000) on hall damage. 5 years, unlimited mileage, \$0 deductible. | Paintless repair of minor dents and dings. Also pays deductible (up to \$1000) on hall damage. 5 years, unlimited mileage, \$0 deductible. | | | |
| Appearance Package | | | | |
| Protects investment value by providing coverage for vehicle's interior and exterior surfaces. I years, unlimited mileage, \$0 deductible. | | | | |
| Key Replacement | | | | |
| Replaces Key and Transmitter in the event it is stolen, broken, or lost and not recovered. Includes programming. 5 years, unlimited mileage, \$0 deductible. | | | | |
| Term 60 Payment \$1,136.74 | Term 60 Payment \$1,106.44 | Term 60 Payment \$1,082.23 | Term 60 Payment \$1,062.00 | |
| | Y | ¥ | Y | |



Page 1 of 3



POWERFUL SOLUTIONS

For maximum F&I profitability

Robust-columned, 2-term finance menu

| Conley Insurance Group | Repayment Options | | Erik (Robust-Columned, 2-Term) Landru 2023 Buick Enclar Odometer: 6,144 VIN: 5GAEVBKW7PJ1937 | |
|---|--|--|---|--|
| iale Price: \$47,500.00 Sales Tax: \$0.00 Rebate Base Payment (72 months, 7.99% Interest Ra | | f: \$13,226.71 Admin Fee: \$199.00 Base Paymer | nt (60 months, 7.99% Interest Rate)\$984.91 | |
| Preferred | Value | Basic | Economy | |
| Vehicle Service Contract | Vehicle Service Contract | Vehicle Service Contract | Vehicle Service Contract | |
| lays 100% of covered Parts and Labor, after deductible. Additional enefits apply. comprehensive mechanical & electrical breakdown coverage. | Pays 100% of covered Parts and Labor, after deductible. Additional benefits apply. Comprehensive mechanical & electrical breakdown coverage. | Pays 100% of covered Parts and Labor, after deductible. Additional benefits apply. Comprehensive mechanical & electrical breakdown coverage. | Pays 100% of covered Parts and Labor, after deductible. Additional benefits apply. Comprehensive mechanical & electrical breakdown coverage. | |
| only energies in constraint a accordance or an accordance over again | portion and the control of electrical or ele | pomprene medicana a escritor or anormi core age. | Complete and a new and a decorate or an about coverage. | |
| Maintenance | Maintenance | Maintenance | Maintenance | |
| ube, Oli, and Filter with Tire Rotations, every other visitconvenience nd exceptional value. repays your vahidra's service visits to ensure proper maintenance. 5 ears. 60.000 miles, every 5000 miles. | Lube, OI, and Filter with Tire Rotations, every other visitconvenience and exceptional value. Prepays your vehicles service visits to ensure proper maintenance. 5 years, 60,000 miles, every 5000 miles. | Lube, OII, and Filter with Tire Rotations, every other visitconvenience and exceptional value. Prepays your vehicles service visits to ensure proper maintenance. 5 wass. 60.000 miles. every 5000 miles. | Lube, OII, and Riter with Tire Rotations, every other visitconvenien and exceptional value. Prepays your whick's service visits to ensure proper maintenance. wars. 60.00 miles, every 5000 miles. | |
| Guaranteed Asset Protection | Guaranteed Asset Protection | Guaranteed Asset Protection | Tire & Wheel | |
| ficis up where the Insurance company leaves off. In the event your ehicle is totaled, or stolen and unrecovered. AP pays into the difference between your payoff and what the searance comeany pays, they your deductible, up to \$1000. | Picks up where the insurance company leaves off In the event your vehicle is totaled, or stolen and unrecovered. CAP pays lato the difference between your payoff and what the insurance company pays, plas your deductible, up to \$1000. | Picks up where the insurance company leaves off In the event your vehicle is totaled, or stolen and unrecovered. GAP pays into the difference between your payoff and what the Insurance company easy, plus your deductble. up to \$1000. | Tire and wheel protection from damage due to road hazards, includi the repair (and possibly replacement) of tires and wheels. A cosmetic benefit may also be applicable. 5 years, unlimited mileage 80 deductible. | |
| Tire & Wheel | Tire & Wheel | Tire & Wheel | Ding Shield | |
| Tre and wheel protection from damage due to road hazards, including he repair (and possibly replacement) of tires and wheels. I cosmetic benefit may also be applicable, 5 years, unlimited mileage, it deductible. | life and wheel protection from damage due to road hazards, including the repair (and possibly replacement) of tires and wheels. A cosmetic benefit may also be applicable, 5 years, unlimited mileage, 80 deductible. | The and wheel protection from damage due to road hazards, including the repair (and possibly replacement) of tires and wheels. A cosmetic benefit may also be applicable. S years, unlimited mileage, 50 doductible. | Paintiess repair of minor dents and dings. Also pays deductible (up to \$1000) on hall damage. 5 years, unlimited mileage, \$0 deductible. | |
| Ding Shield | Ding Shield | Appearance Package | Appearance Package | |
| aintiess repair of minor dents and dings. Also pays deductible (up to 1000) on hall damage. I years, un limited mileage, 50 deductible. | Paintiess repair of minor dents and dings. Also pays deductible (up to \$1000) on hall damage. 5 years, unlimited mileage, \$0 deductible. | Protects investment value by providing coverage for vehicle's interior and exterior surfaces. 5 years, unlimbed mileage, 50 deductible. | Protects investment value by providing coverage for vehicle's interior and exterior surfaces. 5 years, unlimited mileage, \$0 deductible. | |
| Appearance Package | Appearance Package | Key Replacement | Key Replacement | |
| Protects Investment value by providing coverage for vehicle's Interior and exterior surfaces. years, unlimited mileage, 30 deductible. | Protects Investment value by providing coverage for vehicle's interior and exterior surfaces. 5 years, unlimited mileage, \$0 deductible. | Replaces Key and Transmitter in the event it is stolen, broken, or lost and not recovered. Includes programming. 5 years, unlimited mileage, 50 deductible. | Replaces Key and Transmitter in the event it is stolen, broken, or lost and not recovered. Includes programming. 5 years, unlimited mileage, 50 deductible. | |
| Key Replacement | | | | |
| eplaces Key and Transmitter in the event it is stolen, broken, or lost and not recovered. Includes programming, years, unlimited mileage, \$0 deductible. | | | | |
| Term 60 Payment \$1,136.74 | Term 60 Payment \$1,126.67 | Term 60 Payment \$1,124.64 | Term 60 Payment \$1,120.57 | |
| Term 72 Payment \$982.91 | Term 72 Payment \$974.21 | Term 72 Payment \$972.45 | Term 72 Payment \$968.93 | |
| (| x | x | x | |
| understand this is not a contract or offer to | ourchase. It is a description of the optional pro | ducts that are available to purchase and the e t. The finance charges, amount financed, total | stimated monthly payment for each choice. | |

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Bundled, 2-term finance menu

| Conley Insurance Group | | nt Options | Erik (Bundled, 2-Term) Landru 2023 Buick Encla Odometer: 6,144 VIN: 5GAEVBKW7PJ1937 |
|--|---|---|--|
| Base Payment (72 months, 7.99% Interest Ra | e: \$2,500.00 Trade Allowance: \$10,000.00 Payof ate) \$851.63 | f: \$13,226.71 Admin Fee: \$199.00 Base Paymer | nt (60 months, 7.99% Interest Rate)\$984.91 |
| Preferred | Value | Basic | Choice |
| Vehicle Service Contract | Vehicle Service Contract | Vehicle Service Contract | Vehicle Service Contract |
| rays 100% of covered Parts and Labor, after deductible. Additional benefits 199ly. | Pays 100% of covered Parts and Labor, after deductible. Additional benefits apply. | Pays 100% of covered Parts and Labor, after deductible. Additional benefits 1909 b. | Pays 100% of covered Parts and Labor, after deductible. Additional benefits |
| Comprehensive mechanical & electrical breakdown coverage. | Comprehensive mechanical & electrical breakdown coverage. | Comprehensive mechanical & electrical breakdown coverage. | Comprehensive mechanical & electrical breakdown coverage. |
| Maintenance | Maintenance | Maintenance | Maintenance |
| ube, OII, and Riter with Tire Rotations, every other visitconvenience and exceptional value. | Lube, Oil, and Filter with Tire Rotations, every other visitconvenience and exceptional value. | Lube, Oil, and Filter with Tire Rotations, every other visitconvenience and exceptional value. | Lube, Oil, and Filter with Tire Rotations, every other visit _convenience and exceptional value. |
| repays your vehicle's service visits to ensure proper maintenance. 5 years, 60,000 miles, every 5000 miles. | Prepays your wehide's service visits to ensure proper maintenance. 5 years, 60,000 miles, every 5000 miles. | Prepays your vehicle's service visits to ensure proper maintenance. 5 years, 60,000 miles, every 5000 miles. | Prepays your vehicle's service visits to ensure proper maintenance. 5 year 60,000 miles, every 5000 miles. |
| Guaranteed Asset Protection | Guaranteed Asset Protection | RoadVantage Bundle - Superior Bundle | Guaranteed Asset Protection |
| Fisis up where the insurance company leaves off…in the event your vehicle is staked, or staken and unrecovered. All pags into the difference between your payoff and what the insurance ompany pays, plus your deductible, up to \$1000. | Picks up where the Insurance company issues offin the event your vehicle is soluted, or siden and unrecovered. SuP page is not difference between your payoff and what the Insurance company pays, plus your deductible, up to \$1000. | The and wheel protection from damage due to road hazards, including the regal / and possibly implacement of this and wheels. A commetic wheel benefit as also applicable. Painties bert impair. Appearance Package. Key Replacement (Ultimate, only). Syears, untrinded mileage, 50 deductible. | Ficis up where the insurance company leaves offIn the event your webic totaled, or stolen and unrecovered. Suff pags is to be difference between your payoff and what the insurance company pags, plus your deductible, up to \$1000. |
| RoadVantage Bundle - Ultimate Bundle | RoadVantage Bundle - Superior Bundle | | Tire & Wheel |
| The and wheel protection from diamage due to road hazands, including the epoils fairly possibly replacement of Gires and wheels. A cosmetic wheel benefit is the applicable self-applicable bent repair. Appearance Package, Key Replacement (Ultimate, only), years, unimited misege, 50 decisions. | The and wheel protection from damage due to road hazards, including the repair (and possibly replacement) of thes and wheels. A cosmetic wheel benefit is also applicable. Appearance Package, Key Replacement (Ultimate, only). Syarry, uniform direlage, 50 desluctible. | | The and wheel protection from damage due to read hazards, including the repair (and possibly replacement) of tires and wheels. A commetic benefit may also be applicable, 5 years, unlimbed mileage, 50 ded scribbe. |
| | | | Ding Shield |
| | | | Paintiess repair of minor dents and dings, Also pays deductible (up to \$10 on hall damage. 5 years, unlimited mileage, \$0 deductible. |
| | | | Appearance Package |
| | | | Protects investment value by providing coverage for vehicle's interior and exterior surfaces. 5 years, unlimited mileage, 50 deductible. |
| | | | Key Replacement |
| | | | Replaces Key and Transmitter in the event it is stolen, broken, or lost and i recovered, includes programming. 5 years, unlimited mileage, 50 deductible. |
| Term 60 Payment \$1,106.64 | Term 60 Payment \$1,102.57 | Term 60 Payment \$1,086.40 | Term 60 Payment \$1,153.01 |
| Term 72 Payment \$956.88 | Term 72 Payment \$953.37 | Term 72 Payment \$939.39 | Term 72 Payment \$996.98 |
| | , | | |
| | | | |

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INSURANCE GROUP, INC.

in

POWERFUL SOLUTIONS

For maximum F&I profitability

Robust-columned, proprietary maintenance, 2-term finance menu

| Conley Insurance Group | | nt Options " | 2023 Buick Enclave Odometer: 6,144 VIN: 5GAEVBKW7PJ19372 |
|--|---|---|--|
| Base Payment (72 months, 7.99% Interest Ra | | f: \$13,226.71 Admin Fee: \$199.00 Base Paymer | nt (60 months, 7.99% Interest Rate)\$984.91 |
| Preferred | Value | Basic | Economy |
| Vehicle Service Contract | Vehicle Service Contract | Vehicle Service Contract | Vehicle Service Contract |
| lays 100% of covered Parts and Labor, after deductible. Additional enefits apply. | Pays 100% of covered Parts and Labor, after deductible. Additional benefits apply. | Pays 100% of covered Parts and Labor, after deductible. Additional benefits apply. | Pays 100% of covered Parts and Labor, after deductible. Additional benefits apply. |
| comprehensive mechanical & electrical breakdown coverage. | Comprehensive mechanical & electrical breakdown coverage. | Comprehensive mechanical & electrical breakdown coverage. | Comprehensive mechanical & electrical breakdown coverage. |
| Maintenance | Guaranteed Asset Protection | Maintenance | Tire & Wheel |
| ube, Oil, and Filter with Tire Rotations, every other visitconvenience nd exceptional value. repays your vehicle's service visits to ensure proper maintenance. 5 sees, 60,000 miles, every 5000 miles. | Picks up where the insurance company leaves off in the event your which is totaled, or stolen and unrecovered. GAP pays into the difference between your payoff and what the Insurance company pays, plus your deductible, up to \$1000. | Lube, CR, and Filter with Tire Rotations, every other visit., convenience and exceptional value. Prepays your whilde's service visits to ensure proper maintenance. 5 years, 60,000 miles, every 5000 miles. | Tire and wheel protection from damage due to road hazards, including the repair (and possibly replacement) of tires and wheels. A cosmetic benefit may also be applicable. 5 years, unlimited mileage, 50 deductible. |
| Guaranteed Asset Protection | Tire & Wheel | Tire & Wheel | Ding Shield |
| ficis up where the insurance company leaves off In the event your which is totaled, or stolen and unrecovered. APA pays into the difference between your payoff and what the neurance company pays, plus your deductible, up to \$1000. | Tire and wheel protection from damage due to road hazards, including the report (and possibly replacement) of tires and wheels. A cosmetic benefit may also be applicable. S years, unlimited mileage, 50 deductible. | Tire and wheel protection from damage due to road hazards, including the repair (and possibly replacement) of tires and wheels. A cosmetic benefit may also be applicable. S years, unlimited in leage, 50 deductible. | Paintiess repair of minor dents and dings. Also pays deductible (up to \$1000) on hall damage. 5 years, unlimited mileage, \$0 deductible. |
| Tire & Wheel | Ding Shield | Ding Shield | Appearance Package |
| tre and wheel protection from damage due to road hazards, including he repair (and possibly replacement) of tires and wheels. cosmetic benefit may also be applicable. 5 years, unlimited mileage, i) deductible. | Paintiess repair of minor dents and dings. Also pays deductible (up to \$1000) on hall damage. 5 years, unlimited milisage, 50 deductible. | Paintiess repair of minor dents and dings. Also pays deductible (up to \$1000) on hall damage. S years, unlimited mileage, \$0 deductible. | Protects investment value by providing coverage for vehicle's interior and exterior surfaces. 5 years, unlimited mileage, \$0 deductible. |
| Ding Shield | Appearance Package | Appearance Package | Key Replacement |
| aintiess repair of minor dents and dings. Also pays deductible (up to 1000) on hall damage. I years, unlimited mileage, \$0 deductible. | Protects investment value by providing coverage for vehicle's interior and exterior surfaces. 5 years, unlimited mileage, \$0 deductible. | Protects investment value by providing coverage for vehicle's interior and exterior surfaces. 5 years, unlimited mileage, \$0 deductible. | Replaces Key and Transmitter in the event it is stolen, broken, or lost and not recovered. Includes programming. 5 years, unlimited mileage, 90 deductible. |
| Appearance Package | Key Replacement | Key Replacement | |
| rotects investment value by providing coverage for vehicle's interior not exterior surfaces. I years, unlimited mileage, \$0 deductible. | Replaces Key and Transmitter in the event it is stolen, broken, or lost and not recovered, includes programming, 5 years, unlimited mileage, 50 deductible. | Replaces Key and Transmitter in the event it is stolen, broken, or lost and not recovered, includes programming. S years, unlimited mileage, \$0 deductible. | |
| Key Replacement | | | |
| replaces Key and Transmitter in the event it is stolen, broken, or lost and not recovered, includes programming, i years, unlimited mileage, \$0 deductible. | | | |
| Term 60 Payment \$1,136.74 | Term 60 Payment \$1,120.57 | Term 60 Payment \$1,116.50 | Term 60 Payment \$1,100.34 |
| Term 72 Payment \$982.91 | Term 72 Payment \$968.93 | Term 72 Payment \$965.41 | Term 72 Payment \$951.43 |
| (| x | x | x |
| understand this is not a contract or offer to | ourchase. It is a description of the optional pro | ducts that are available to purchase and the e | stimated monthly payment for each choice. I |
| nderstand I must qualify to obtain financing | and the payment may vary based on my credit | t. The finance charges, amount financed, total | of payments, and total of payments includin |

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Robust-columned, cash menu

| Conley Insurance Group | Paymen | t Options | Erik (Cash) Landrur 2023 Buick Enclav Odometer: 6,144 VIN: 5GAEVBKW7PJ1937: |
|---|--|--|---|
| ale Price: \$47,500.00 Sales Tax: \$0.00 Rebate: \$2,500.00 Trade Allowance: \$10,000.00 Payoff: \$13,226.71 Admin Fee: \$199.00 Total Amount Due: \$48,425.71 | | | |
| Preferred | Value | Basic | Economy |
| Vehicle Service Contract | Vehicle Service Contract | Vehicle Service Contract | Vehicle Service Contract |
| Pays 100% of covered Parts and Labor, after deductible. udditional benefits apply. Comprehensive mechanical & electrical breakdown coverage. | Pays 100% of covered Parts and Labor, after deductible. Additional benefits apply. Comprehensive mechanical & electrical breakdown coverage. | Pays 100% of covered Parts and Labor, after deductible. Additional benefits apply. Comprehensive mechanical & electrical breakdown coverage. | Pays 100% of covered Parts and Labor, after deductible. Additional benefits apply. Comprehensive mechanical & electrical breakdown coverage. |
| Maintenance | Maintenance | Maintenance | Maintenance |
| ube, Oil, and Filter with Tire Rotations, every other isitconvenience and exceptional value. Prepays your vehicle's service visits to ensure proper | Lube, Oil, and Filter with Tire Rotations, every other visitconvenience and exceptional value. Prepays your vehicle's service visits to ensure proper | Lube, Oil, and Filter with Tire Rotations, every other visitconvenience and exceptional value. Prepays your vehicle's service visits to ensure proper | Lube, Oil, and Filter with Tire Rotations, every other visitconvenience and exceptional value. Prepays your vehicle's service visits to ensure proper |
| naintenance. 5 years, 60,000 miles, every 5000 miles. | maintenance. 5 years, 60,000 miles, every 5000 miles. | maintenance. 5 years, 60,000 miles, every 5000 miles. | maintenance. 5 years, 60,000 miles, every 5000 miles. |
| Tire & Wheel | Tire & Wheel | Tire & Wheel | Ding Shield |
| Tre and wheel protection from damage due to road azards, including the repair (and possibly replacement) of ires and wheels. cosmetic benefit may also be applicable. 5 years, inlimited mileage, \$0 deductible. | Tine and wheel protection from damage due to road hazards, including the repair (and possibly replacement) of tires and wheels. A cosmetic benefit may also be applicable. 5 years, unlimited mileage, \$0 deductible. | Tire and wheel protection from damage due to road hazards, including the repair (and possibly replacement) of tires and wheels. A cosmetic benefit may also be applicable. 5 years, unlimited mileage, \$0 deductible. | Paintless repair of minor dents and dings. Also pays deductible (up to \$1000) on hall damage. S years, unlimited mileage, \$0 deductible. |
| Ding Shield | Ding Shield | Appearance Package | Appearance Package |
| Paintless repair of minor dents and dings. Also pays feductible (up to \$1000) on hall damage. is years, unlimited mileage, \$0 deductible. | Paintless repair of minor dents and dings. Also pays deductible (up to \$1000) on hall damage. 5 years, unlimited mileage, \$0 deductible. | Protects investment value by providing coverage for wehide's interior and exterior surfaces. 5 years, unlimited mileage, \$0 deductible. | Protects investment value by providing coverage for vehicle's interior and exterior surfaces. 5 years, unlimited mileage, \$0 deductible. |
| Appearance Package | Appearance Package | Key Replacement | Key Replacement |
| rotects investment value by providing coverage for rehide's interior and exterior surfaces. I years, unlimited mileage, \$0 deductible. | Protects investment value by providing coverage for vehicle's interior and exterior surfaces. 5 years, unlimited mileage, \$0 deductible. | Replaces Key and Transmitter in the event it is stolen, broken, or lost and not recovered. Includes programming. 5 years, unlimited mileage, \$0 deductible. | Replaces Key and Transmitter in the event it is stolen, broken, or lost and not recovered. Includes programming 5 years, unlimited mileage, \$0 deductible. |
| Key Replacement | | | |
| teplaces Key and Transmitter in the event it is stolen, proken, or lost and not recovered. Includes programming, i years, unlimited mileage, \$0 deductible. | | | |
| Amount Due \$55,095.71 | Amount Due \$54,600.71 | Amount Due \$54,500.71 | Amount Due \$54,500.71 |
| (| x | x | х |
| understand this is not a contract or offer to a | ourchase. It is a description of the optional pro | ducts that are available to purchase. The deale | er makes no warranties, whether expressed |

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