

SKILL SHEET

BODY PANEL LABELS



WHAT ARE BODY PANEL LABELS?

Body Panel Labels are labels with phosphorus backing that are strategically placed onto the vehicle's body panels. 15 minutes after the labels are applied, the phosphorus backing begins to etch the permanent number into the panel itself so that it can be seen under a special light even if the labels are removed. The number is registered in a national database, and a warning label is affixed to the side window to make the vehicle less attractive to thieves, thus aiding in the prevention of theft for the life of the vehicle. Most thieves will simply move on to the next vehicle when they identify that this one has the theft deterrent of body panel labels.

WHAT ARE THE BENEFITS IF THE VEHICLE IS STOLEN WITHIN THE FIRST YEAR?

- **\$500 Recovery Benefit** if the vehicle is stolen and recovered in less than 30 days. (\$0 deductible)
- **\$3,000 Theft Benefit** if the vehicle is stolen and not recovered within the first 30 days.
- **\$2,000 Replacement Benefit** toward the purchase of a replacement vehicle from the selling dealership.
- **\$0 Deductible** for any of these benefits. The recovery, theft, and replacement benefits are in force for one year from the purchase date and cannot be extended past the one year.

WHAT DO YOU SAY?

"Mr. Customer, every vehicle we sell comes with Body Panel Labels. These labels are permanently linked to your vehicle and act as a theft deterrent. In addition to helping discourage theft, they also come with a one-year theft protection benefit. If your vehicle is stolen and not recovered in 30 days, you will receive \$3,000 in theft benefits, plus if you return to us here at _____ to replace the vehicle, you get an additional \$2,000, giving you a total of \$5,000 toward a replacement vehicle. If the vehicle is recovered within 30 days, then there's a \$500 recovery benefit, all of these theft benefits pay out with no deductible."

CUSTOMER COMMONLY ASKED QUESTIONS:

- "Does my insurance already cover theft?" "Your insurance may cover theft depending on your policy. If so, then this would serve as an additional coverage benefit."*
- "Will my insurance go down?" "That would be determined by your insurance company as different carriers consider anti-theft devices differently. The real benefit is the theft protection warranty that comes with the vehicle."*
- "How long does the coverage last?" "The deterrent is forever and the theft benefits are for one year."*