



**NIADA**  
**Certified Pre-Owned Vehicle**  
**Program**



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## **NIADA CERTIFIED PRE-OWNED VEHICLE PROGRAM INTRODUCTION**

If you are an independent dealership looking to offer the highest level of quality inventory in your local market area, we would love to help you achieve your goals by adding the “NIADA Certified Pre-Owned” program to your dealership’s offerings.

The NIADA CPO program offers a peace of mind for your customers and is backed with quality and integrity. The NIADA Certified Pre-Owned program allows your customers to have comfort knowing their vehicle is backed with a Limited Warranty. The NIADA Certified Pre-Owned program is offered in all states including: AL, AK, AZ, AR, CA, CO, CT, DE, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT, NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, VA, \*WA, \*WV, WI, and WY.

The NIADA Certified Pre-Owned Program is designed for you, and has your consumers in mind. The NIADA Certified Pre-Owned Vehicle logo lets them know that the vehicle and dealership are held to a higher standard, through a vigorous certification checklist, vehicle history reports and more. This gives your customers the peace of mind they need to buy with confidence.

Did you know that 68% of used-vehicle buyers intend to purchase a certified pre-owned vehicle? If you’re not offering a nationally recognized certified program, you’re missing out on these consumers.

The fact is that CPO sales have never been stronger in relation to total used vehicle sales. The quickest growing segment in the used vehicle market is Certified Pre-Owned. These vehicles represent a tremendous value for dealers and consumers. CPO sales have hit a record in total volume and as a percent of used vehicle sales for 9 years in a row and January 2020 represented the strongest sales in this category in 10 years.

Review the following pages to learn more about the NIADA CPO Vehicles program:

- Program participation eligibility
- Partner organizations
- Program details
- Marketing Support

\*Authorization pending in Washington & West Virginia





## About NIADA

The National Independent Automobile Dealers Association (NIADA), founded in 1946, has represented quality independent automobile dealers for over 70 years. NIADA is here to assist its members in becoming more successful within the used motor vehicle industry.

Through membership in NIADA, you join with over 20,000 other professional auto dealers who share your dream of financial prosperity for your business. NIADA is your legislative advocate -- protecting your business interests. The association consistently brings you industry education, valuable information, services and benefits designed to prepare members for an ever-changing marketplace.

The simple and better way to keep pace in the used motor vehicle industry is to join NIADA...a highly respected organization dedicated to your success!

## Mission Statement

The mission of the National Independent Automobile Dealers Association, the only national not-for-profit organization representing the independent motor vehicle industry, is to promote, educate and advance the independent motor vehicle dealer by:

- Accumulating, processing and disseminating information relative to the motor vehicle industry;
- Developing, compiling and providing to the consumer, information which will promote a better understanding of the independent motor vehicle dealers' place in the economy;
- Providing relevant information to regulatory and lawmaking bodies so that they may have a better understanding of the possible effects of proposed laws, rules and regulations on the consumer and the motor vehicle industry;
- Assisting in the promotion and organization of local, state or regional independent motor vehicle dealer associations; and
- Anticipating, recognizing and responding to current and future issues and needs of the independent motor vehicle industry and the consumer.





## **CODE OF ETHICS**

**We will have a general duty of integrity, honor and fair dealing toward the general public.**

**We will comply with all city, county, state and federal laws and shall endeavor to keep ourselves informed of those laws governing our business.**

**We will not intentionally injure the business reputation of another member or competitor.**

**We will employ truth and accuracy in advertising and selling.**

**We will stand behind any guarantee given with the sale of a motor vehicle.**

**We will not perform any act which would bring disrepute to the motor vehicle industry.**

**We will expose or halt, where found, any scheme designed to deceive or defraud the automobile buying public and aid in prosecuting those guilty of such acts.**

**We will constantly strive to improve business methods to the end that the public will be better served.**

**We will encourage the American system of free enterprise.**



## NIADA MEMBERSHIP

Only NIADA members are eligible to participate in the NIADA Certified Pre-Owned program.

### Already a Member?

If you are already a member of NIADA, enrollment in the CPO Program is easy and is described later in this guide.

### Not Yet a Member?

If you are *not* an NIADA member, you will need to become one before you are eligible to enroll in this exclusive program. Participation in the NIADA Certified Pre-Owned program is just one of the many benefits and advantages you will enjoy as a dealer member. When you join NIADA, you become a member of a growing team of small business owners in the automotive industry with unique access to member benefits, educational opportunities and key industry information to help you become more profitable, compliant and best in class.

### Why become a member of NIADA and your State Association?

Because it's important for your customers to know they are dealing with a reputable dealer who believes in and adheres to the Associations' professional Codes of Ethics which include integrity, trust, honor and fair-dealing with the public. Together, the State and National Associations connect you to a world of resources to help you deliver results.

### How Do You Become a Member of NIADA?

Membership in NIADA is automatic when you join your State Association Affiliate. If your dealership is located in Alaska, Kansas, Kentucky, Nevada, Oklahoma, West Virginia or Wyoming, there is no State Association Affiliate for your state at this time but you can join NIADA directly by calling one of the numbers listed below.

*If you are located in one of the states listed without an affiliate, contact NIADA directly to become a member of the National Association. Visit [nada.com](http://nada.com) for more details. Or call: 1-800-682-3837 or 1-817-640-3838*

*For dealers located in all other states, contact your State Association Affiliate. Contact information for each state association can be found at [nada.com](http://nada.com) under the Membership tab.*



## ABOUT GSFSGroup®

GSFSGroup has been in business since 1982 and employs over 130 associates. With 38 years of experience, GSFSGroup offers our partners a unique approach to profitability and retention with a business model focused on five pillars: competitive products, diverse profit participation structures, comprehensive training programs, unique hiring and associate retention tool and innovative technology designed to improve convenience to our partners and their customers.

GSFSGroup provides a single source solution for its partners that reduces redundancy and increases process efficiency. GSFSGroup offers a competitively priced complete suite of F&I products and maintains its own administration and insurance of those products. GSFSGroup offers all types of profit participation structures and is constantly innovating new technologies to improve performance. Additional products include a unique recruiting & hiring tool and comprehensive training and development to ensure dealership associates are producing at maximum performance. GSFSGroup represents true and complete vertical integration where others may only be integrated across components of the partnership that GSFSGroup represents. All of these are available "a la carte" or as a complete solution, setting GSFSGroup apart from many competitors in the F&I space.

GSFSGroup provides all partners and clients field support along with corporate support designed for success. Our reputation for dedicated account management and customer service is an asset we value above all others.



**Gold Award**  
*Service Contract Provider*



**Platinum Award**  
*Hiring & Recruitment Tool*



**Gold Award**  
*F&I Training*

*GSFSGroup was the proud recipient of 3 Dealers' Choice Awards in 2019 and has won multiple awards for outstanding products and services year after year.*





# NIADA CERTIFIED PRE-OWNED VEHICLE PROGRAM

## PROGRAM ELIGIBILITY & GUIDELINES

The following are the requirements for program eligibility and guidelines for participation:

- Dealer must be an independent dealer
- Dealer must be a current member of the NIADA, in good standing
- Dealer must be a current member of applicable State Association Affiliate (where applicable). Please look up and be prepared to provide member number and state affiliate information. If located in a state without a State Association Affiliate, indicate "None."

NIADA Member No: \_\_\_\_\_ NIADA State Affiliate: \_\_\_\_\_

- Dealer must have signed the NIADA dealer "Code of Ethics"
- Dealer must have completed all [GSFSGroup Dealer Agreements](#) and any other requested paperwork
- Dealer must agree with the [NIADA Inspection Guidelines](#)
- Dealer must have selected either [CPO I](#) or [CPO II](#) program
  - [CPO I and CPO II rate information](#) included later in this deck.
  - If dealer chooses to change programs, the dealer must notify GSFSGroup.
  - Marketing materials are specific to CPO I and CPO II (brochures and desk mats).
  - No volume requirements for participation in CPO I or CPO II.
- CPO Vehicle must pass [Inspection Checklist](#) (See Inspection Guidelines)
- [Vehicle History Report](#) must be included with all CPO vehicles
- Dealer must produce [Limited Warranty Buyer's Guide](#) and display on the vehicle window
- Dealer must complete training on the program before selling any NIADA CPO vehicles
- Dealer must abide by all state and federal laws to be compliant with Limited Warranty rules and regulations
- Dealer must promote NIADA CPO using marketing materials: 1) for showroom and vehicle inventory as provided in the launch kit; 2) on website home page; 3) on inventory listings on dealer website (digital advertising kit will be provided by GSFSGroup upon enrollment)
- Is dealer a CarFax Advantage dealer?
- Is dealer an AutoTrader Media client?
- Does dealer currently participate with SiriusXM Used Vehicle program?
- Does dealer have a menu system? If so, please provide name to GSFSGroup. If dealer does not have a menu system or if menu system does not integrate with GSFSGroup's systems, dealer will be trained on OnRamp! online tool prior to program launch.



## Discover the Benefits of the NIADA Certified Pre-Owned Program

Certified Pre-Owned programs are almost exclusively associated with new car franchise dealers. And dealer-branded Certified Pre-Owned programs don't always resonate with customers who are looking for assurance and reliability. The NIADA Certified Pre-Owned program provides you the opportunity to reach a different group of customers than you would normally have access to and provides the customer with the reassurance they are looking for.

### Customer Benefits of Buying an NIADA Certified Pre-Owned Vehicle

CPO allows customers to buy more vehicle for less cost without sacrifice

- Vehicles eligible for CPO will usually be newer, lower mileage and similarly equipped as new vehicles
- Offers buyers the ability to 'buy up' without paying new vehicle prices
- No need to sacrifice having a well-equipped vehicle in terms of latest technology offerings
- Offers warranty that reassures buyers they made a 'smart' choice
- Provides reassurance that vehicle is reliable and meets quality standards with inclusion of CPO Inspection Checklist and Vehicle History Report
- 3 month free trial of Sirius/XM (with participating dealers)

### Dealer Benefits of Selling NIADA Certified Pre-Owned Vehicles

The NIADA logo carries a level of respect that builds trust and confidence in its branded program

- Elevates CPO vehicle to a different class (reliability & price-point) from other non-certified Used Vehicles
- Provides 3rd Party endorsement that CPO vehicle meets high quality standards
- Program Is backed by the reputation of a well-respected National Association
- Reassures customers that the dealership is held to a Code of Ethics established by a respected outside organization
- Customers are typically willing to pay more for CPO and Certified Vehicles sell more quickly
- CPO programs are attractive to Millennial car buyers - a traditionally difficult generation to reach
- NIADA has partnered with multiple 3rd parties to improve their ability to attract customers and provide services to customers similar to new car franchises, including:



### Opportunities for Additional Profit per Sale

- Available Wraps and Vehicle Service Contract options with CPO discount applied
- Ancillary F&I product sales opportunities
- Increased F&I product lines per vehicle sale
- Increased back end gross profit on upsells



### **CPO Vehicle Sales are Trending Up** *(reference articles below)*

- A gap exists between New and Used Vehicles in price and perception – CPO fills that gap
- CPO vehicles tend to be newer and have similar technology to New Vehicles
- Warranty coverage provides reassurance of financial protection
- Certification conveys an intangible benefit to customer that they made the “smart” choice
- CPO buyers are willing to pay more for a vehicle than non-CPO buyers
- CPO vehicles sell faster than non-CPO vehicles
- Idea of CPO resonates with young buyers who can “buy up” without paying New Vehicle prices
- Used Vehicle sales are hitting record highs, with CPO sales gaining traction in the Used Vehicle market

### **Need More Information about Why You Should Consider the NIADA Certified Pre-Owned at Your Dealership?**

Search for these online articles related to CPO Sales

*“Used Vehicle Market Poised for Record Sales in 2019” (March 20, 2019). [www.edmunds.com](http://www.edmunds.com)*

*“Millennials May Be Fertile Market for CPO” (April 22, 2017) [www.autonews.com](http://www.autonews.com)*

*“CPOs Sell Better than Non-Certified Vehicles” (November 26, 2018) [www.autonews.com](http://www.autonews.com)*

*“These Are the Good Things you Get with a CPO Vehicle” (April 30, 2019) [www.caranddriver.com](http://www.caranddriver.com)*

*“JD Power Predicts CPO Vehicle Market Will Keep Thriving in 2019” (April 22, 2019) [thenewswheel.com](http://thenewswheel.com)*

*“December CPO Sales End Year at Record Level” (January 16, 2020) [www.coxautoinc.com](http://www.coxautoinc.com)*

## **THE NIADA CPO PROGRAM IS ONLY AVAILABLE TO MEMBERS OF THE NATIONAL INDEPENDENT AUTOMOBILE DEALER ASSOCIATION**



**\* NIADA Dealer Member must be active in the SiriusXM Pre-Owned Program.**

SiriusXM service will automatically stop at the end of the trial unless the customer decides to subscribe. If continuing service, the paid subscription plan chosen will automatically renew and the customer will be charged the rate in effect at that time and according to the chosen method. The customer may cancel at any time by calling 1-866-635-2349. See SiriusXM Customer Agreement for complete terms at [SiriusXM.com](http://SiriusXM.com), Fees and program subject to change. ©2020 SiriusXM Radio Inc. SiriusXM, Automatic, Pandora and all related logos are trademarks of Sirius XM Radio Inc. and its respective subsidiaries. All rights reserved.





## NIADA CERTIFIED PRE-OWNED PROGRAM PROGRAM PARTNERS



GSFSGroup is the Limited Warranty administrator and offers upsell products for all program participants. As a fully integrated partner, GSFSGroup provides administration of these products and insures some of the products through its owned company, Sentruity Casualty Company. Additionally, GSFSGroup provides training and other sales support.



NIADA has partnered with CARFAX to provide vehicle history reports from this well known and well-respected provider. If enrolled with CARFAX, dealers are eligible to utilize CARFAX logos on marketing materials. Let your agent or GSFSGroup know when you enroll in the CPO program if you are a CARFAX Advantage dealer.



NIADA has partnered with SiriusXM to provide a 3-month free trial of satellite radio to all equipped program vehicles. Enrollment with SiriusXM is required. If you are not already enrolled in the SiriusXM Used Vehicle Program, you can enroll directly by visiting [siriusxmdealerprograms.com](http://siriusxmdealerprograms.com) and selecting the link for 'Pre-Owned Program.' SiriusXM benefits are referenced in the customer marketing materials.



NIADA has partnered with OnStar to provide a 3-month free trial of the OnStar Safety & Security System on all GM OnStar equipped vehicles. Enrollment with OnStar is required. If you are not already enrolled, you may enroll directly by contacting the OnStar Dealer Center at 1-888-ONSTAR1.



Dealers enrolled in the NIADA CPO Program get discount pricing from eBay Motors as well as placement on a dedicated eBay Motors / NIADA Certified branded webpage.



Marketing materials available for online purchase through Wheels Automotive. A Marketing Launch Kit will be provided through Wheels Automotive by GSFSGroup.

More partner benefits are available and NIADA is working on additional partnerships to further increase the value of the CPO Program to your dealership. Visit [niada.com](http://niada.com) to learn more.



## Vehicle Inspection Form

The vehicle inspection is one of the most critical elements of certification. It gives the customer confidence they are purchasing a vehicle that has been reviewed in detail and is deemed to be certifiable on the NIADA Certified Pre-Owned Program.

Prior to delivery of each NIADA CPO vehicle, thorough checks and inspections are performed. Any items that do not pass the inspection must be replaced or repaired. If they cannot be replaced or repaired, the vehicle is not eligible to be sold through the NIADA CPO Program. The inspection form should be made available at any time for any prospective customer to review prior to purchase. We suggest keeping a copy of the completed inspection form in the glove box of each certified vehicle. Once the vehicle is purchased, the customer's signature is required stating they received a copy of the inspection report and a copy of the vehicle history report. The comprehensive inspection covers items from the engine to the interior. This inspection and corresponding completed Vehicle Inspection Form will confirm that the vehicle meets or exceeds the NIADA Certified Pre-Owned Program's standards for quality and condition.

The inspection form must be signed by the technician performing the inspection. If that person is not an employee of the dealership, they should also list the name of the service facility that was used for the sublet inspection service.

Inspection checklists will be made available in the dealer NIADA Certified Pre-Owned Launch Kit marketing materials. Additional forms may be ordered directly from Wheels Automotive.

*\*Please note that a critical element to the inspection process is a review of any open recalls on the Certified Pre-Owned Vehicle at the time of the inspection and at the time of the sale. The dealership must make the buyer aware of any open recalls and ensure the customer signs the form acknowledging they have been informed of active recalls on the vehicle they are purchasing, if any exist.*

A copy of the Vehicle Inspection Form is included in this Dealer Guide to the NIADA Certified Pre-Owned Program.



# CERTIFIED USED VEHICLE PROGRAM

## VEHICLE CERTIFICATION CHECK SHEET

VIN: \_\_\_\_\_ Year/Make/Model: \_\_\_\_\_

Repair Order #: \_\_\_\_\_ Miles: \_\_\_\_\_ Stock #: \_\_\_\_\_

- |   |   |
|---|---|
| <input type="checkbox"/> Vehicle history report included          | <input type="checkbox"/> No malfunction indicators illuminated                        |
| <input type="checkbox"/> Per history report: No airbag deployment | <input type="checkbox"/> Vehicle passes emissions test (state inspection if required) |

### SYSTEM INSPECTION

P: PASSED R: REPAIRED

ROAD TEST	P	R				MECHANICAL INSPECTION	P	R
1. No abnormal wind noise	<input type="checkbox"/>	<input type="checkbox"/>	38. All doors and trunk open and close properly	<input type="checkbox"/>	<input type="checkbox"/>	74. Hood release is in working condition	<input type="checkbox"/>	<input type="checkbox"/>
2. Engine is operating properly	<input type="checkbox"/>	<input type="checkbox"/>	39. Convertible top is free of rips and tears	<input type="checkbox"/>	<input type="checkbox"/>	75. Brake fluid is clean & full	<input type="checkbox"/>	<input type="checkbox"/>
3. Temperatures within normal limits	<input type="checkbox"/>	<input type="checkbox"/>	40. Antenna is in place and works properly	<input type="checkbox"/>	<input type="checkbox"/>	76. Brake system is free of leaks	<input type="checkbox"/>	<input type="checkbox"/>
4. Engine oil pressure is within normal range	<input type="checkbox"/>	<input type="checkbox"/>	41. All parking sensors are in place	<input type="checkbox"/>	<input type="checkbox"/>	77. Brake pads linings are 5mm or greater	<input type="checkbox"/>	<input type="checkbox"/>
5. Clutch is operating properly (manual transmission)	<input type="checkbox"/>	<input type="checkbox"/>	42. Tailgate is intact and operates properly	<input type="checkbox"/>	<input type="checkbox"/>	78. Power steering fluid is full	<input type="checkbox"/>	<input type="checkbox"/>
6. Transmission is shifting properly and free of noise	<input type="checkbox"/>	<input type="checkbox"/>	43. Jack and tools are in place	<input type="checkbox"/>	<input type="checkbox"/>	79. Power steering fluid is free of contamination and discoloration	<input type="checkbox"/>	<input type="checkbox"/>
7. Gear selector operating properly	<input type="checkbox"/>	<input type="checkbox"/>	44. Spare tire is in place and in good shape	<input type="checkbox"/>	<input type="checkbox"/>	80. Wiper/Washer fluid is full	<input type="checkbox"/>	<input type="checkbox"/>
8. Air conditioning and heating working properly on all settings	<input type="checkbox"/>	<input type="checkbox"/>				81. Charging system is working correctly	<input type="checkbox"/>	<input type="checkbox"/>
9. Steering wheel is aligned	<input type="checkbox"/>	<input type="checkbox"/>	<b>INTERIOR INSPECTION</b>			82. Battery is free from leaks and corrosion	<input type="checkbox"/>	<input type="checkbox"/>
10. Steering Alignment is within specifications	<input type="checkbox"/>	<input type="checkbox"/>	45. All handles & knobs are intact and present	<input type="checkbox"/>	<input type="checkbox"/>	83. Intake & exhaust manifolds are free from leaks and cracks	<input type="checkbox"/>	<input type="checkbox"/>
11. Brakes work as designed	<input type="checkbox"/>	<input type="checkbox"/>	46. No major rips or tears in seating	<input type="checkbox"/>	<input type="checkbox"/>	84. Transmission fluid is in operating range	<input type="checkbox"/>	<input type="checkbox"/>
12. Parking brake and cables operate properly	<input type="checkbox"/>	<input type="checkbox"/>	47. Headliner intact and free of rips or tears	<input type="checkbox"/>	<input type="checkbox"/>	85. Transmission fluid is clean and free of contamination	<input type="checkbox"/>	<input type="checkbox"/>
13. Stopping distance is appropriate	<input type="checkbox"/>	<input type="checkbox"/>	48. Seat belts are intact and function as designed	<input type="checkbox"/>	<input type="checkbox"/>	86. Coolant level is within operating range	<input type="checkbox"/>	<input type="checkbox"/>
14. Cruise control operates properly	<input type="checkbox"/>	<input type="checkbox"/>	49. Dash pad is intact and free excessive damage	<input type="checkbox"/>	<input type="checkbox"/>	87. Radiator is free of leaks	<input type="checkbox"/>	<input type="checkbox"/>
15. All instrument panel lights and gauges function properly	<input type="checkbox"/>	<input type="checkbox"/>	50. Seat adjusters function properly	<input type="checkbox"/>	<input type="checkbox"/>	88. Belts are free of cracks and frays	<input type="checkbox"/>	<input type="checkbox"/>
16. Entertainment system functions properly in all modes	<input type="checkbox"/>	<input type="checkbox"/>	51. Steering column functions properly	<input type="checkbox"/>	<input type="checkbox"/>	89. Hoses are free of cracks and leaks	<input type="checkbox"/>	<input type="checkbox"/>
17. Navigation system is clear and working as designed	<input type="checkbox"/>	<input type="checkbox"/>	52. Sun visors are in place and function	<input type="checkbox"/>	<input type="checkbox"/>	90. Vacuum lines are free of cracks and leaks	<input type="checkbox"/>	<input type="checkbox"/>
18. Back up camera operates as designed	<input type="checkbox"/>	<input type="checkbox"/>	53. Head rests are in place	<input type="checkbox"/>	<input type="checkbox"/>	91. Emissions system is intact and functioning properly	<input type="checkbox"/>	<input type="checkbox"/>
19. Overdrive and tow/haul settings function properly	<input type="checkbox"/>	<input type="checkbox"/>	54. Glove box door is in place and functions	<input type="checkbox"/>	<input type="checkbox"/>	92. Fuel system is operating properly and free of leaks	<input type="checkbox"/>	<input type="checkbox"/>
20. Parking sensors and safety sensors work as designed	<input type="checkbox"/>	<input type="checkbox"/>	55. Dash vents are intact and working properly	<input type="checkbox"/>	<input type="checkbox"/>	93. Transmission is free of leaks and cracks	<input type="checkbox"/>	<input type="checkbox"/>
<b>EXTERIOR INSPECTION</b>			<b>ELECTRICAL INSPECTION</b>			<b>SUSPENSION INSPECTION</b>		
21. Headlights are all working and free of damage/moisture	<input type="checkbox"/>	<input type="checkbox"/>	56. Key fob functions in all modes	<input type="checkbox"/>	<input type="checkbox"/>	100. Shocks and struts are free from leaks	<input type="checkbox"/>	<input type="checkbox"/>
22. Brake lights are all working and free of damage/moisture	<input type="checkbox"/>	<input type="checkbox"/>	57. Door locks work as designed	<input type="checkbox"/>	<input type="checkbox"/>	101. Shocks and struts are free from play	<input type="checkbox"/>	<input type="checkbox"/>
23. Turn signals are all working and free of damage/moisture	<input type="checkbox"/>	<input type="checkbox"/>	58. Ignition switch or button functions properly	<input type="checkbox"/>	<input type="checkbox"/>	102. Coil springs/leaf springs are free from damage	<input type="checkbox"/>	<input type="checkbox"/>
24. No evidence of flood damage	<input type="checkbox"/>	<input type="checkbox"/>	59. Heated seats function as designed	<input type="checkbox"/>	<input type="checkbox"/>	103. Sway bars are intact	<input type="checkbox"/>	<input type="checkbox"/>
25. No evidence of excessive hail damage	<input type="checkbox"/>	<input type="checkbox"/>	60. Cooling seats function as designed	<input type="checkbox"/>	<input type="checkbox"/>	104. Sway bar bushings are free from cracks and tears	<input type="checkbox"/>	<input type="checkbox"/>
26. Glass is free of cracks and major chips	<input type="checkbox"/>	<input type="checkbox"/>	61. Power seats function in all modes	<input type="checkbox"/>	<input type="checkbox"/>	105. Control arms are intact	<input type="checkbox"/>	<input type="checkbox"/>
27. Bumpers are in place and secure	<input type="checkbox"/>	<input type="checkbox"/>	62. Power seat memory functions	<input type="checkbox"/>	<input type="checkbox"/>	106. Ball joints are free from excessive play	<input type="checkbox"/>	<input type="checkbox"/>
28. Grill trim and roof rack are in place and secure	<input type="checkbox"/>	<input type="checkbox"/>	63. Horn works and is secure	<input type="checkbox"/>	<input type="checkbox"/>			
29. No evidence of excessive body damage	<input type="checkbox"/>	<input type="checkbox"/>	64. High and low beams work as intended	<input type="checkbox"/>	<input type="checkbox"/>			
30. No evidence of frame damage	<input type="checkbox"/>	<input type="checkbox"/>	65. All interior lights work	<input type="checkbox"/>	<input type="checkbox"/>			
31. No visible performance modifications	<input type="checkbox"/>	<input type="checkbox"/>	66. Power windows work	<input type="checkbox"/>	<input type="checkbox"/>			
32. No visible suspension modifications	<input type="checkbox"/>	<input type="checkbox"/>	67. Rear defroster works	<input type="checkbox"/>	<input type="checkbox"/>			
33. No visible exhaust modifications	<input type="checkbox"/>	<input type="checkbox"/>	68. Side view mirrors are present and adjust	<input type="checkbox"/>	<input type="checkbox"/>			
34. Front tires match in size	<input type="checkbox"/>	<input type="checkbox"/>	69. Sun roof/Moon roof work as designed	<input type="checkbox"/>	<input type="checkbox"/>			
35. Rear tires match in size	<input type="checkbox"/>	<input type="checkbox"/>	70. Convertible top works as designed	<input type="checkbox"/>	<input type="checkbox"/>			
36. Tread depth is 5/32" or greater	<input type="checkbox"/>	<input type="checkbox"/>	71. All manual switches work	<input type="checkbox"/>	<input type="checkbox"/>			
37. Wheels are free from major damage	<input type="checkbox"/>	<input type="checkbox"/>	72. All warning lights function correctly	<input type="checkbox"/>	<input type="checkbox"/>			
			73. All power supplies work	<input type="checkbox"/>	<input type="checkbox"/>			

**IMPORTANT RECALL INFORMATION:** Some of the NIADA certified pre-owned vehicles may be subject to unrepaired safety recalls. Check for a vehicle's unrepaired recalls at [www.nhtsa.gov/recalls](http://www.nhtsa.gov/recalls).

Customer: _____	Date: _____
Sales Manager: _____	Date: _____
Technician: _____	Date: _____





# NIADA CERTIFIED PRE-OWNED VEHICLE PROGRAM

## Dealer Launch Plan Outline

### ENROLLMENT

- Dealer Enrolls in Program and Completes All Paperwork
- Paperwork is received by GSFSGroup - Account is opened with GSFSGroup

### TRAINING

- GSFSGroup conducts online training on OnRamp! for sales, claims, etc.
- GSFSGroup and/or Agent conduct(s) in-store training re: CPO program, processes, CPO program details, etc.
- GSFSGroup provides training re: upsells to VSC and other products
- Dealer ensures all appropriate associates receive needed training

### MARKETING

- Upon receipt of completed enrollment forms, GSFSGroup will order Marketing Launch Kit
- Dealer reviews digital marketing ad templates and adds to website

### PRE - LAUNCH

- Dealership conducts certification of target CPO vehicles and certifies desired stock
- Dealer orders any additional desired marketing materials from Wheels Automotive
- Dealer, GSFSGroup and Agent (if applicable) ensure preparedness of Sales, F&I associates and Service (if applicable)

### LAUNCH

- Dealer includes digital marketing material on website
- Dealer places Point of Sale collateral marketing material on CPO vehicles and showroom
- Dealer Begins Selling Certified Pre-Owned Vehicles

### REPORTING & ANALYTICS

- GSFSGroup and/or Agent provide(s) reports and analytics to dealer
- Dealer analyzes program for sales, products sold per CPO, claims, loss ratios, etc.

### TRAINING

- Training is ongoing
- GSFSGroup provides training for new associates as needed
- GSFSGroup provides training and development opportunities for dealership associates to maximize program effectiveness



# NIADA CERTIFIED PRE-OWNED VEHICLE PROGRAM

## Marketing Materials Launch Kit

Each dealer that enrolls in the NIADA Certified Pre-Owned Vehicle Program will receive a launch kit provided by GSFSGroup. This launch kit will include brochures, desk mats, window clings, inspection checklists and a floor sign. Additionally, enrolled dealers will be provided with a digital marketing file that contains digital ads that can be used on dealer websites or in advertising. The dealership collateral launch kit and digital marketing will be automatically fulfilled by GSFSGroup.

Brochures and inspection checklists will be provided by GSFSGroup on an ongoing basis. The dealer will self-fulfill as necessary through Wheels Automotive Marketing's online catalog. Additional quantities of window clings and a variety of other marketing materials are all available for dealer purchase online through the Wheels online catalog. [wheelsauto.com/niada/](http://wheelsauto.com/niada/)



### Marketing Launch Kit Includes:

- 250 Customer Brochures
- 250 Inspection Checklists (10 pads of 25)
- 30 Corner Window Clings
- 5 Desk mats
- 1 Showroom Floor Sign

Marketing Collateral Examples are illustrated on the following pages.

Illustration of the "Window Cling - Corner" which will be provided in the Marketing Launch Kit and is available for dealer purchase through the Wheels Automotive website.



# NIADA CERTIFIED PRE-OWNED VEHICLE PROGRAM

## Marketing Materials Brochure

### Dependable Program You Can Count On

The NIADA Dealer Certified Program offers you peace of mind for the road ahead knowing that your vehicle already comes protected with Certified Limited Warranty coverage.

### Reputable Nationwide Association

The National Independent Automobile Dealer Association (NIADA) is a leading national independent automobile association with more than 20,000 independent dealer partners nationwide. Its primary mission is to provide customers with a seamless & quality experience when purchasing a vehicle through independent dealerships. When you purchase an NIADA Certified Pre-Owned approved vehicle, you will have peace of mind knowing that each car has been carefully inspected and is thoroughly protected.

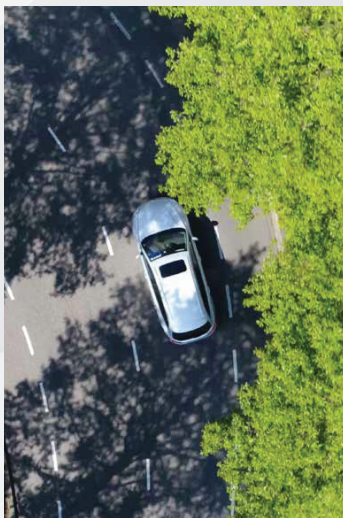
Certified Limited Warranty Coverage Provided by: Your Selling Dealer  
Vehicle Service Contract Coverage Provided by:

GS Administrators, Inc.  
GS Administrators, Inc. of Texas in OH  
GS Administrators of Florida, Inc. in FL

1345 Enclave Parkway  
Houston, TX 77077  
(800) 533-8443

FL License #14-639577353

This brochure is for information purposes only. Coverage is subject to exclusions and limitations set forth in the Limited Warranty and VSC. The term and conditions of the optional VSC coverage offered and purchased may vary both from state to state and according to the program features chosen by you. NIADAPCP02BR 001 (03/2020)



Back Cover



Front Cover

## Sample Brochure for CPO II

### NIADA DEALER CERTIFIED PROGRAM

The NIADA Dealer Certified Program offers Certified Pre-Owned (CPO) vehicle benefits beyond a standard used car purchase. Backed by NIADA, a leading national independent automotive association, you are assured that each vehicle is in premium shape and has passed a thorough multi-point inspection to ensure it is safe and reliable for you and the road ahead.

NIADA CPO vehicles also come with a Dealer Certified Powertrain Limited Warranty. Coverage includes components from the engine, transmission, axles and all of the internally lubricated components. See your participating NIADA dealer for specific coverage terms and details on the NIADA CPO program.



**IMPORTANT RECALL INFORMATION:** Some of the NIADA certified pre-owned vehicles may be subject to unreported safety recalls. Check for a vehicle's unreported recalls at [www.nhtsa.gov/recalls](http://www.nhtsa.gov/recalls).



All NIADA CPO vehicles equipped with satellite radio come with a 3-Month Trial Subscription of SiriusXM All Access including over 150+ channels in the car, plus even more on the app and online.<sup>1</sup>

NIADA dealer must be active in the SiriusXM Pre-Owned Program.

#### Why Buy a NIADA CPO Vehicle?

All NIADA CPO vehicles have been evaluated for eligibility and have met the criteria necessary to be included in the CPO Program. Each vehicle:

- Passed a rigorous Multi-Point Vehicle Inspection
- Includes a Certified Pre-Owned Limited Warranty
- Has a clean title
- Includes a comprehensive vehicle history report

### VEHICLE SERVICE CONTRACT

Protect yourself from unexpected expenses with the purchase of a Vehicle Service Contract (VSC). By upgrading your NIADA Certified Pre-Owned Limited Warranty coverage with this optional purchase, you have the security of knowing you are protected on future covered repairs. See your dealer for details.

COVERAGE <sup>2</sup>	LIMITED WARRANTY	PREMIER PLUS PLAN
ENGINE	✓	✓
TRANSMISSION	✓	✓
AXLE ASSEMBLY	✓	✓
FUEL SYSTEM	○	✓
SUSPENSION	○	✓
AIR CONDITIONING	○	✓
ELECTRICAL	○	✓
BRAKES (EXCLUDING WEAR ITEMS)	○	✓
COMPUTER ELECTRONICS	○	✓
FRONT/REAR SUSPENSION	○	✓
HI-TECH ELECTRONICS	○	✓
FULL EXCLUSIONARY	○	✓

✓ COVERED    ✓ PARTIALLY COVERED    ○ NOT COVERED

<sup>2</sup> See Limited Warranty and VSC for detailed coverage information.

<sup>3</sup> Parts and fuel/fluids are your additional cost.

<sup>4</sup> See individual contracts for details on applicability, limitations and reimbursement limits.

#### ADDITIONAL BENEFITS to protect you from the unexpected.

**ROADSIDE ASSISTANCE<sup>3</sup>**  
(Included in the Limited Warranty & Optional VSC Plan)  
Includes towing, lockout assistance, fuel delivery, jump-starts, and flat tire changes. Available 24/7 throughout the United States and Canada.

**SUBSTITUTE TRANSPORTATION<sup>4</sup>**  
(Included in the Limited Warranty & Optional VSC Plan)  
You will be reimbursed up to \$50 a day for a maximum of five days for substitute transportation if a covered part fails and your vehicle cannot be repaired in a timely manner.

**PROTECTION WHEN YOU TRAVEL<sup>4</sup>**  
(Included only in the Optional VSC Plan)  
You will be reimbursed up to \$75 a day for a maximum of 4 days for meals and lodging if a covered part fails and you are over 150 miles from your principal residence.

Inside Front Cover

Inside Back Cover





"Pocket Folder" - Available for purchase.

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**Worry-Free  
Limited Warranty**

**Vehicle History  
Report Included**

**Nationwide  
Coverage**

**24/7 Roadside  
Assistance**

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**PEACE OF MIND  
FOR THE ROAD AHEAD**

Ask us for details.

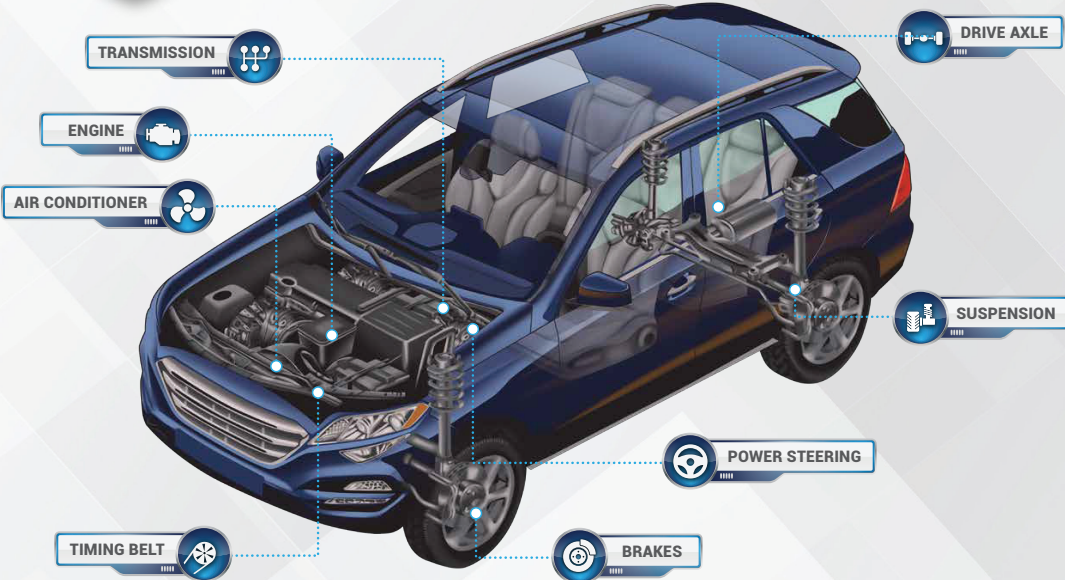
24" x 42" Showroom Floor Sign - Provided in Marketing Materials Launch Kit and available for purchase through Wheels Website.



# NIADA Dealer Certified Pre-Owned Program

The NIADA Dealer Certified Pre-Owned Program offers you peace of mind for the road ahead knowing that your vehicle comes protected with a Certified Limited Warranty. Upgrade your coverage and avoid unexpected repair costs and keep your vehicle running longer with the optional purchase of a Vehicle Service Contract.

FRONT



ESTIMATED REPAIR COSTS	
COMPONENT	COST ESTIMATE*
Engine	\$6,442
Transmission	\$4,475
Brake System	\$2,458
Air Conditioning	\$1,160
Power Steering	\$1,639
Axle Assembly	\$600
Timing Belt	\$400
Drive Axle	\$759

\*Cost estimates may vary by vehicle make, model, and repair facility repair rates.

Note: This drawing is for illustration purposes only. Items covered may vary depending on options chosen by you.

NIADAPCPOZDESK 002 03/2020

BACK



## Powertrain Plus Limited Warranty Coverage

### ENGINE COMPONENTS

All internally lubricated components and: Balance Shaft and Belt, Piston, Crankshaft, Camshaft, Timing Belt, Timing Chain, Timing Gears, Engine Mounts, Flexplate, Exhaust Manifolds, Intake Manifold, Turbo Intercooler, Turbo Assembly, Turbo Wastegate, Crankshaft Pulley, Oil Pan, Flywheel, Oil Pump, Engine Oil Reservoir, Engine Oil Reservoir Pump, Seals and Gaskets, Cylinder Heads, Supercharger Assembly, Valve Covers, Supercharger Intercooler, Equipment Drive Shaft, Engine Block (but only if damaged as a direct result of a mechanical failure of a covered component).

### MANUAL TRANSMISSION

Transfer Case Components: ALL internally lubricated components and: Transmission Mounts, Seals and Gaskets, Clutch Master Cylinder, Clutch Release Cylinder, Gears and Shaft, Hydraulic Clutch Lines, Shift Linkage; Case (but only if damaged as a direct result of a mechanical failure of a covered component)

### AXLE ASSEMBLY COMPONENTS

(Front, Rear, Four-Wheel and All Wheel Drive): All internally lubricated components and: Propeller Shaft, Universal Joints, Thrust Washers, Seals and Gaskets, Axles and Bearings, Locking Hubs, Constant Velocity Joints and Boots, Center Support Bearing, Viscous Coupling, Drive Axle Housing (but only if damaged as a direct result of a mechanical failure of a covered component)

### AUTOMATIC TRANSMISSION

Transfer Case Components: ALL internally lubricated components and: Torque Converter, Shift Linkage, Vacuum Modulator, Seals and Gaskets, Solenoids, Transmission Mounts; Case (but only if damaged as a direct result of a mechanical failure of a covered component)

### SUSPENSION COMPONENTS

(Front and Rear): Upper and Lower Control Arms, Control Arm Shafts, Radius Arm, Spindle Support, Spindle, Bearings and Bushings, Tie Rod Assemblies, Upper Ball Joints, Lower Ball Joints, Steering Knuckle, Electronic Modulated Suspension Actuator

### BRAKE COMPONENTS

Master Cylinder, Brake Booster, Wheel Cylinders, Disc Brake Calipers, Parking Brake Cable, Brake Line and Tubes, Proportioning Valve, Load-Sensing Proportioning Valve

### STEERING COMPONENTS

Idler Arm, Relay Rod, Tie Rod, Pitman Arm, Steering Column Shaft, Steering Column Coupling, Steering Damper, Steering Column Assembly, Power Steering Pump

### AIR CONDITIONING/HEATING

Heat Pump, Condenser, Evaporator, Bearings, Compressor Clutch Assembly, Compressor

### COOLING SYSTEM

Engine Fan Motor, Radiator, Water Pump

### ELECTRICAL

Starter Motor, Power Window Motor/Regulator, Starter Solenoid, Power Mirror Motor, Wiper Motor, Manually Operated Switches

## Vehicle Service Contract Coverage

Protect yourself from unexpected expenses with the purchase of a Vehicle Service Contract (VSC).<sup>1</sup> The VSC may expand or extend your NIADA CPO coverage based on the CPO warranty that comes with your used vehicle purchase. By upgrading your NIADA CPO Limited Warranty coverage with this optional purchase, you have the security of knowing you are protected on future covered repairs. See your dealer for details.



### Premier Coverage<sup>1</sup>

(Includes all items listed below in addition to those listed in Certified Pre-Owned Powertrain Plus Limited Warranty)

#### STEERING COMPONENTS

Gear Box Internal components and: Rack and Pinion, Seals and Gaskets, Steering Gear Box and Pump Housings, (but only if damaged as a direct result of a covered steering component)

#### AIR CONDITIONING/HEATING

Condenser Fan and Motor, Heater Control Valve, Receiver/Dryer, Expansion Valve, Pressure Regulator Assembly, Blower Motor, A/C Pressure Switches, Seals and Gaskets

#### COOLING SYSTEM

Engine Fan Shroud, Engine Fan Clutch, Seals and Gaskets, Engine Fan, Fan Bracket Subassembly

#### ELECTRICAL

Alternator, Power Door Locks, Power Seat Motors, Automatic Shoulder Belt Motor and Switches, Power Antenna Motor Assembly, Distributor, Sunroof Motor, Cruise Control, Power Mirror Defogger, Automatic Temperature Control Module, Cruise Control Vacuum Motor, Lamp Failure Indicator Sensor, Windshield Washer Pump, Defogger Relay, Automatic-Off Headlamp System, Headlamp Washer, Electric Fuel Pump Assembly, Engine Cooling Fan Motor, Retractable Headlamp Motor, Clutch Starter Interlock System, Convertible Top Motor

#### COMPUTERS AND ELECTRONICS

Tilt/Telescoping Steering Computer, Variable Induction System, Electronic Fuel Injection (EFI) Computer, Electronic Instrument Display Computer, Electronically Modulated Suspension Computer, Automatic Shoulder Belt Computer, Progressive Power Steering Computer, Skid Control/Traction Control Computer, Power Seat, Computer, Sunroof Control Computer, Cruise Control Computer, Trip Computer, Electronic Ignition Module, Intrusion Monitoring System, Anti-Lock Braking System (ABS) Computer and Sensors, Electronically Controlled Transmission/Transfer Case Computer and Sensors, Engine Control Computer

#### FUEL SYSTEM

Fuel Injectors, Fuel Pump, Fuel Tank, Carburetor, Fuel Pressure Regulator, Diesel Fuel Injection Pump, Fuel Sensors, Air Flow Meter, Electronic Fuel Injection System, Throttle Body

1. See Vehicle Service Contract for detailed coverage information.  
2. Parts and fuel/fluids are your additional cost.

This marketing piece is for information purposes only. Coverage is subject to exclusions and limitations. The actual coverage, exclusions and limitations of the contract issued to the customers may vary both from state to state and according to the program features chosen by the customer. IMPORTANT RECALL INFORMATION: Some of the NIADA certified pre-owned vehicles may be subject to unpaired safety recalls. Check for a vehicle's unpaired safety recalls at [www.nhtsa.gov/recalls](http://www.nhtsa.gov/recalls).

### Premier Plus Coverage<sup>1</sup>

Our exclusory coverage plan offers the most comprehensive coverage for your Certified Pre-Owned vehicle. Covers most mechanical breakdown components, except for coverage listed as excluded below.

#### ITEMS NOT COVERED:

Scheduled Maintenance and Normal Maintenance Services, Wear Items (such as brake linings, pads and shoes, accessory drive belts, spark plugs, filters, tires, fluids, windshield wiper blades (rubber component), batteries, light bulbs, floor mats, shock absorbers, and MacPherson struts.) Body Plus Interior and Exterior Trim and Fabrics, Rattles, Squeaks, Wind Noise, and Weatherstripping, Rust Damage, and Corrosion, Telephone, Radar Detectors, and Appliances, Air Bag Assembly, Manual Seat Belt Assembly, Seat Covers, and Steering Wheel, Distributor Cap Rotor and Spark Plug Wires, Chassis Frame and Tailgate Assembly, Clutch Friction Disk and Pressure Plate and Throw Out Bearing, Catalytic Converter, Exhaust Pipe, Muffler and Tailpipe, Any Parts or Components of a Natural Gas Fuel System, High Voltage Battery Pack, Plug Assembly, and Main Relay Assembly, Jack and Tool Kit, Wheels, Wheel Rims, and Hub Caps, Core Charges, Odors, Glass, Leaf and Coil Springs, Hoses, Brake Rotors and Drums



## ADDITIONAL BENEFITS to protect you from the unexpected.

### ROADSIDE ASSISTANCE<sup>2</sup> (Included in the Limited Warranty & Optional VSC Plan)

Includes towing, lockout assistance, fuel delivery, jump-starts, and flat tire changes. Available 24/7 throughout the United States and Canada.

### SUBSTITUTE TRANSPORTATION<sup>3</sup> (Included in the Limited Warranty & Optional VSC Plan)

You will be reimbursed up to \$50 a day for a maximum of 5 days for substitute transportation if a covered part fails and your vehicle cannot be repaired in a timely manner.

### PROTECTION WHEN YOU TRAVEL<sup>3</sup> (Included only in the Optional VSC Plan)

You will be reimbursed up to \$75 a day for a maximum of 4 days for meals and lodging if a covered part fails and you are over 150 miles from your principal residence.



3. See individual contracts for details on applicability, limitations and reimbursement limits.





"Hang Tag" - Available for purchase.

*For other marketing collateral available for purchase, refer to Wheels Automotive website at [wheels.com/niada/](http://wheels.com/niada/)*



"Pole Flag" - Available for purchase



"Vehicle Clip-On Flag"  
Available for purchase



"License Plate Insert"  
Available for purchase





# NIADA CERTIFIED PRE-OWNED VEHICLE PROGRAM

## Marketing Materials Digital Kit

Seven (7) standard size ads included. Additional sizes upon request.



### CERTIFIED PRE-OWNED VEHICLES



Worry-Free  
Limited Warranty



Nationwide  
Coverage



Vehicle History  
Report Included



Roadside  
Assistance

Skyscraper  
209 x 1044



### CERTIFIED PRE-OWNED VEHICLES

☒ Worry-Free Limited Warranty

☒ Vehicle History Report Included

☒ Nationwide Coverage

☒ Roadside Assistance

Rectangle  
300 x 250



### CERTIFIED PRE-OWNED VEHICLES

☒ Worry-Free Limited Warranty

☒ Vehicle History Report Included

☒ Nationwide Coverage

☒ Roadside Assistance

Rectangle  
336 x 280

Leaderboard  
728 x 90



### CERTIFIED PRE-OWNED VEHICLES

☒ Worry-Free Limited Warranty

☒ Vehicle History Report Included

☒ Nationwide Coverage

☒ Roadside Assistance



# RATES

## NIADA CERTIFIED PRE-OWNED I POWERTRAIN PLUS LIMITED WARRANTY

\$100 DEDUCTIBLE			
Months/Miles	MAX Mileage	Class 1	Class 2
3 MONTHS / 3,000 MILES	75,000	\$159	\$234
	100,000	\$211	\$336
	125,000	\$245	\$402
	150,000	\$260	\$430
	175,000	\$297	\$501
	200,000	\$333	\$572
6 MONTHS / 6,000 MILES	75,000	\$238	\$347
	100,000	\$314	\$492
	125,000	\$363	\$586
	150,000	\$384	\$627
	175,000	\$436	\$728
	200,000	\$488	\$829
12 MONTHS / 12,000 MILES	75,000	\$324	\$537
	100,000	\$431	\$783
	125,000	\$500	\$941
	150,000	\$530	\$1,009
	175,000	\$605	\$1,180
	200,000	\$679	\$1,350

A dealership shall only select one term and one deductible, and the term and deductible apply to all eligible vehicles.

### Regarding Coverage:

- The effective date is the vehicle purchase date.
- The effective mileage is vehicle mileage at purchase.

### Regarding Eligibility:

- Vehicle is within Current + 14 model years (MY), the vehicle's model year must be greater than or equal to the Current + MY calculation where the Current + MY means subtract the number of model years from the current calendar year.
- Vehicles must be less than 200,000 miles.
- Vehicle make must be listed on current Vehicle Class Schedule.

### GS Administrators reserves the right to determine ineligible vehicles:

- **Examples of Ineligible Vehicle Makes include:** Bentley, Ferrari, Lamborghini, Lotus, Maserati & Rolls Royce.
- **Ineligible Vehicle Categories:** Acura NSX, Audi R8, BMW Alpina/i8 and M Series, Chevrolet Corvette ZR1, Dodge Demon/Hellcat and Viper, Ford GT/Roush or Saleen Mustang, Honda FCX, Hummer, Land Rover, Lexus LF-A, Mercedes-Benz AMG/SL/SLR and SLS Classes, Nissan GT-R, Porsche 911 GT3/911 Turbo/Panamera Turbo and Cayenne Turbo. Commercial Usage, Kit Cars, Medium and Heavy Duty Vehicles, Motorcycles/ATV's and Salvage/Branded Title Vehicles.



# RATES

## NIADA CERTIFIED PRE-OWNED I POWERTRAIN PLUS LIMITED WARRANTY

\$200 DEDUCTIBLE			
Months/Miles	MAX Mileage	Class 1	Class 2
3 MONTHS / 3,000 MILES	75,000	\$151	\$218
	100,000	\$198	\$310
	125,000	\$228	\$370
	150,000	\$242	\$395
	175,000	\$275	\$459
	200,000	\$307	\$523
6 MONTHS / 6,000 MILES	75,000	\$226	\$325
	100,000	\$295	\$455
	125,000	\$339	\$540
	150,000	\$358	\$577
	175,000	\$405	\$667
	200,000	\$451	\$758
12 MONTHS / 12,000 MILES	75,000	\$307	\$499
	100,000	\$404	\$721
	125,000	\$466	\$863
	150,000	\$493	\$924
	175,000	\$560	\$1,078
	200,000	\$627	\$1,231

A dealership shall only select one term and one deductible, and the term and deductible apply to all eligible vehicles.

### Regarding Coverage:

- The effective date is the vehicle purchase date.
- The effective mileage is vehicle mileage at purchase.

### Regarding Eligibility:

- Vehicle is within Current + 14 model years (MY), the vehicle's model year must be greater than or equal to the Current + MY calculation where the Current + MY means subtract the number of model years from the current calendar year.
- Vehicles must be less than 200,000 miles.
- Vehicle make must be listed on current Vehicle Class Schedule.

### GS Administrators reserves the right to determine ineligible vehicles:

- **Examples of Ineligible Vehicle Makes include:** Bentley, Ferrari, Lamborghini, Lotus, Maserati & Rolls Royce.
- **Ineligible Vehicle Categories:** Acura NSX, Audi R8, BMW Alpina/i8 and M Series, Chevrolet Corvette ZR1, Dodge Demon/Hellcat and Viper, Ford GT/Roush or Saleen Mustang, Honda FCX, Hummer, Land Rover, Lexus LF-A, Mercedes-Benz AMG/SL/SLR and SLS Classes, Nissan GT-R, Porsche 911 GT3/911 Turbo/Panamera Turbo and Cayenne Turbo. Commercial Usage, Kit Cars, Medium and Heavy Duty Vehicles, Motorcycles/ATV's and Salvage/Branded Title Vehicles.





# VEHICLE CLASS SCHEDULE

## NIADA CPO I LIMITED WARRANTY

	Class
ACURA	1
AUDI	2
BMW	2 EXCLUDES Alpina EXCLUDES M-Series
BUICK	1
CADILLAC	2
CHEVROLET	1
CHRYSLER	1
DODGE	1
FIAT	2
FORD	1
GENESIS	1
GEO	1
GMC	1
HONDA	1
HUMMER	2
HYUNDAI	1
INFINITI	1
ISUZU	1
JAGUAR	2
JEEP	1
KIA	1

	Class
LEXUS	1
LINCOLN	1
MAZDA	1
MERCEDES BENZ	2 EXCLUDES AMG
MERCURY	1
MINI	2
MITSUBISHI	1
NISSAN	1
OLDSMOBILE	1
PLYMOUTH	1
PONTIAC	1
PORSCHE	2
RAM	1
SAAB	2
SATURN	1
SCION	1
SMART	1
SUBARU	1
SUZUKI	1
TOYOTA	1
VOLKSWAGEN	2
VOLVO	2

- Ineligible Vehicles:** Acura NSX, Audi R8, BMW Alpina/i8 and M Series, Chevrolet Corvette ZR1, Dodge Demon/Hellcat and Viper, Ford GT/Roush or Saleen Mustang, Honda FCX, Hummer, Land Rover, Lexus LF-A, Mercedes-Benz AMG/SL/SLR and SLS Classes, Nissan GT-R, Porsche 911 GT3/911 Turbo/Panamera Turbo and Cayenne Turbo. Commercial Usage, Kit Cars, Medium and Heavy Duty Vehicles, Motorcycles/ATV's and Salvage/Branded Title Vehicles.



# RATES

## CERTIFIED PRE-OWNED II POWERTRAIN LIMITED WARRANTY

Options	Term	Deductible	Class 1	Class 2	Class 3
#1 CPO II LW	10 Years / 100,000 miles	\$100	\$259	\$378	\$626

Options	Term	Deductible	Class 1	Class 2	Class 3
#2 CPO II LW	10 Years / 100,000 miles	\$200	\$248	\$355	\$578

Options	Term	Deductible	Class 1	Class 2	Class 3
#3 CPO II LW	10 Years / 125,000 miles	\$100	\$293	\$433	\$745

Options	Term	Deductible	Class 1	Class 2	Class 3
#4 CPO II LW	10 Years / 125,000 miles	\$200	\$278	\$404	\$685

Options	Term	Deductible	Class 1	Class 2	Class 3
#5 CPO II LW	10 Years / 150,000 miles	\$100	\$338	\$500	\$893

Options	Term	Deductible	Class 1	Class 2	Class 3
#6 CPO II LW	10 Years / 150,000 miles	\$200	\$319	\$465	\$818

A dealership may only select one CPO II option as numbered above.

Surcharge: The CPO LW requires a \$100 surcharge for 4x4 or All-Wheel Drive vehicles.

### Regarding Coverage:

- The effective date is the date that the vehicle was first put into service via retail sale, lease, fleet sale, and dealer demonstrator(i.e. manufacturer's warranty start date).
- The effective mileage is zero.

### Regarding Eligibility:

- Vehicle is within Current + 8 model years (MY), the vehicle's model year must be greater than or equal to the Current + MY calculation where the Current + MY means subtract the number of model years from the current calendar year.
- Vehicles must be less than 80,000 miles.
- Vehicle make must be listed on current Vehicle Class Schedule.
- Vehicles must have a underlying NIADA Powertrain limited warranty that starts from the manufacturer's warranty start date and zero mileage in order to be eligible for the Premier Plus Wrap Vehicle Service Contract.

### GS Administrators reserves the right to determine ineligible vehicles:

- Examples of Ineligible Vehicle Makes include:** Bentley, Ferrari, Lamborghini, Lotus, Maserati & Rolls Royce.
- Ineligible Vehicle:** Acura NSX, Audi R8, BMW Alpina/i8 and M Series, Chevrolet Corvette ZR1, Dodge Demon/Hellcat and Viper, Ford GT/Roush or Saleen Mustang, Honda FCX, Hummer, Land Rover, Lexus LF-A, Mercedes-Benz AMG/SL/SLR and SLS Classes, Nissan GT-R, Porsche 911 GT3/911 Turbo/Panamera Turbo and Cayenne Turbo. Commercial Usage, Kit Cars, Medium and Heavy Duty Vehicles, Motorcycles/ATV's and Salvage/Branded Title Vehicles.



# VEHICLE CLASS SCHEDULE

## NIADA CPO II LIMITED WARRANTY & VEHICLE SERVICE CONTRACT

	Class
ACURA	1
AUDI	3
BMW	3 EXCLUDES Alpina EXCLUDES M-Series
BUICK	2
CADILLAC	2
CHEVROLET	2
CHRYSLER	2
DODGE	2
FIAT	3
FORD	2
GENESIS	1
GEO	2
GMC	2
HONDA	1
HUMMER	3
HYUNDAI	1
INFINITI	1
ISUZU	1
JAGUAR	3
JEEP	2
KIA	1

	Class
LEXUS	1
LINCOLN	2
MAZDA	1
MERCEDES BENZ	3 EXCLUDES AMG
MERCURY	2
MINI	3
MITSUBISHI	1
NISSAN	1
OLDSMOBILE	2
PLYMOUTH	2
PONTIAC	2
PORSCHE	3
RAM	2
SAAB	3
SATURN	2
SCION	1
SMART	3
SUBARU	1
SUZUKI	1
TOYOTA	1
VOLKSWAGEN	3
VOLVO	3

- Ineligible Vehicles:** Acura NSX, Audi R8, BMW Alpina/i8 and M Series, Chevrolet Corvette ZR1, Dodge Demon/Hellcat and Viper, Ford GT/Roush or Saleen Mustang, Honda FCX, Hummer, Land Rover, Lexus LF-A, Mercedes-Benz AMG/SL/SLR and SLS Classes, Nissan GT-R, Porsche 911 GT3/911 Turbo/Panamera Turbo and Cayenne Turbo. Commercial Usage, Kit Cars, Medium and Heavy Duty Vehicles, Motorcycles/ATV's and Salvage/Branded Title Vehicles.