

FREQUENTLY ASKED QUESTIONS (FAQ):

Q. WHO IS ELIGIBLE FOR AIADA EQUITY?

- A. Any AIADA member, regardless of your current vehicle service contract (VSC) production, is eligible to participate. The program is designed for our dealers who are not currently receiving underwriting and investment income because of high production minimums or lack of a profit participation program from their current VSC provider.

Q. HOW CAN AIADA EQUITY OFFER PARTICIPATION WITHOUT PRODUCTION MINIMUMS?

- A. Each dealership or dealer group is eligible to receive maximum underwriting and investment income without individual VSC production minimums, as long as all AIADA members in the program produce at least 25 contracts combined per month (or 300 per year). For example, five dealers participating in AIADA Equity could each sell five VSCs per month, and all would be eligible for maximum underwriting and investment income.*

Q. HOW DOES BEING IN A GROUP AFFECT MY INCOME POTENTIAL?

- A. As long as the entire group qualifies for underwriting and/or investment income, participating dealers will receive a share of the additional income. CNA National operates in a straightforward and transparent manner, and participating dealers will receive information from AIADA regarding income distribution.

Q. WHAT HAPPENS IF OTHER PARTICIPATING DEALERS ARE NOT PRODUCING?

- A. CNA National's VSC programs are, firstly, designed to be profitable. Secondly, each participating dealer will be assisted by a local agent and CNAN's Dealer Management department to help ensure profitability to qualify for back-end income.

Q. HOW DO I GET STARTED WITH AIADA EQUITY?

- A. To find out more, please call (800) 345-0191 x767 or info@cnanational.com.

** Subject to loss ratios.*