



## Rental LDW Program Summary for Glynn General Dealerships

Coverage is summarized. Refer to the actual policy for a complete description of applicable terms, conditions, limits and exclusions.

### The Rental Loss Damage Waiver (“LDW”) Program Allows the Dealership to:

- Obtain physical damage insurance for rented assets while they are out on short-term rental
- Expedite the rental process by waiving the renter’s responsibility to insure the equipment and insuring it under the dealership’s policy (for renters who have no proof of insurance on file)
- Earn optional LDW fee income<sup>1</sup>

### Benefits of the Rental LDW for the Renter

- Eliminates the need to provide proof of physical damage insurance before renting equipment
- Helps limit the renter’s financial responsibility for loss or damage to rented equipment in the event of a valid claim
- A claim for loss or damage to rented equipment should not impact the premium for existing insurance policies
- Enrollment is simple — LDW can be purchased by simply adding it to the equipment rental agreement

### What LDW Covers

Loss or Damage to the rental equipment while on rent and used under normal working conditions due to covered perils, including: Accidental Damage, Fire, Hail, Submersion, Theft, Tornado, Flood, Vandalism, and Wind.

### LDW does not cover the following causes of Loss or Damage

- Abuse, neglect, misuse, overloading or wrongful application
- Ingestion of foreign objects
- Loss, damage or failure of tires and inner tubes
- Mechanical breakdown
- Skip, mysterious disappearance, conversion by the renter or any of the employee(s) of the renters
- Wear and tear, improper maintenance

### Typical Deductible in the Event of Loss or Damage:

- Compact Equipment: \$500
- Heavy Equipment: \$1,000
- Other specific deductibles may apply to special coverage endorsements

### Dealership Pricing

The dealership’s insurance cost is based on the insured value, premium rate, and the number of days on rental. Examples are 6% to 8% of the average rental charge. Please complete *the Rental LDW Questionnaire for exact pricing*

### Renter Pricing

As a reminder, LDW is not insurance for the renter. It is an agreement between the rental dealership and the renter that limits the renter’s financial responsibility for loss or damage to rented equipment. This is usually in exchange for a fee, and the dealership determines the fee. Examples are 10% to 15% of the rental charge.<sup>1</sup>

### Process to Get Started

1. The dealership completes the **Dealership Questionnaire** and provides the requested information
2. The dealership signs the **GAI LDW Term Sheet**
3. GAI sets up the dealership in the **instaCOVER Enrollment System**
4. GAI issues the dealership an **Insurance Policy** that insures the dealership’s assets:
  - a. While out on rental, and
  - b. When the Loss Damage Waiver is accepted, and
  - c. When the equipment is enrolled (within 5 days of the rental start date)

### Important Reminders

- The dealership is not selling insurance to the renter. They are offering an LDW that waives the renter’s contractual insurance responsibility. It is not insurance for the renter.
- This is an “opt in” program. If accepted, the dealership gives the customer a Loss Damage Waiver Form / Brochure explaining the equipment coverages, exclusions, and what do to in the event of a loss.
- The dealership can print a Certificate of Insurance for his rental file as proof of coverage while out on rental.

1. Fee income for the dealership from the Rental LDW Program varies depending on Program parameters.

Coverage description is summarized. Refer to the actual policy for a full description of applicable terms, conditions, limits, and exclusions. Policies are underwritten in the U.S. by Great American Insurance Company, and Great American Spirit Insurance Company, authorized insurers in all 50 states and DC, each of which is headquartered at 301 E. Fourth St., Cincinnati, OH 45202. Policies are underwritten in Canada by Great American Insurance Company – Canadian Branch, a foreign registered insurer in all Canadian provinces and territories, headquartered at Scotia Plaza, Suite 2100, 40 King Street West, Toronto M5H 3C2. The Great American Insurance Group eagle logo and the word marks Great American® and Great American Insurance Group® are registered service marks of Great American Insurance Company. ©2016 Great American Insurance Company. All rights reserved.