

Insurance Verification Made Easy

- The customer takes a picture of their insurance card. **Gather** verifies coverage.
- We also verify identity with the picture of the driver's license and a selfie
- We back this up with a \$1,000,000 fraud guarantee.
- The customer gets \$1,000,000 Identity Protection for 30 days.
- We can also handle the transfer of insurance to the new vehicle.
- We can cover "qualified" spot deliveries.
- We take the handling of these documents away from all employees.
- Customer's insurance agent is never involved in the process.

Most dealership has procedures in place that can:

- Scan a driver's license and verify an ID.

Most dealerships don't have procedures in place to:

- To automatically verify insurance coverage for demo drives or sales.
- To automatically transfer the coverage to the new vehicle.
- To protect them after hours on spot deliveries.
- Have documentation in the file regarding the approval of delivery of the vehicle.

Now an exciting new Loaner Program! Thousands are lost each year in the loaner department!



Contact Jim Fisher at jim@jfanow.com or 844-528-0067

Or Scan for a quick 15-minute meeting:



What Gather Can Do For Your Dealership

- Since a DMS account needs to be made before using Gather, it forces a salesperson to register with the desk before a demo drive. Then they will have ID and insurance verification completed before going on the demo drive. It is estimated that 30-40% of all customers are never registered into the DMS.
- Having a salesperson or F&I person contact an insurance agent on the customer's behalf is not compliant because they do not have the written permission to discuss the customer with the agent.
- Provides valuable time for the salesperson and F&I person to concentrate on a great delivery experience and time to present more products.
- Aura's 30 day Identity Protection is an added benefit for having the customer provide their own documents. It also provides the dealership with an opportunity to upsell coverage or get a share of revenue on the customers who upgrade from the 30 day coverage direct from Aura.
- Even though the cost of the program is based on reported sales, the dealership has unlimited verifications for demo drives and loaner vehicles given by the sales department.
- Keeps the insurance agent from being notified by the customer or dealership, which does not allow the agent to discuss financing and product offerings they have. Even if the salesperson verifies, the agent can still call the customer before going into F&I.
- Protects the dealership against a customer who is attempting to defraud the dealership.
- Provides an easy process for new employees to follow.
- Gather does not store any data. All information is stored in the dealership DMS.
- Gather connects with most major DMS companies and can provide APIs to other ones.

Gather was developed after a successful sale of an insurance quoting company. Their connections with the major insurance companies allows them to have direct verification and transfer connections. On other insurance companies, they call and verify coverage. Since Insurance companies demand verification of the customer, the ID verification was included. Their process allows them to provide the \$1,000,000 fraud guarantee.

Reference:

Autobahn of Fort Worth
Brendan Harrington President

Program basically pays for itself:
2% of all F&I deals saved because of no agent involvement
or
20% upsell on the Aura Identity Protection