Helping Credit Unions Serve, Grow and Remain Strong.

CU Road Pal Program Overview







CU Road Pal Member Benefits

- CU Road Pal was created exclusively for credit union members
- Provides unparalleled service and unprecedented value in roadside assistance benefits
- Members are covered in any non-commercial vehicle they travel, whether they are the driver or passenger
- Family plans offer a significant savings as compared to competing roadside assistance plans
- NEW extended towing options of 50 miles and 100 miles
- Professional customer service team 24/7/365 to assist members with roadside emergencies
 - Over 35,000 service providers across the U.S. and Canada
- CU Road Pal is powered by Auto Knight Motor Club, a wholly owned company of Fortegra Financial





Now Better Than Ever

- CU Road Pal has added extended towing options of 50 miles and 100 miles, available with all plans, giving your members even more value in roadside assistance protection.
- The extended towing options give your members the flexibility to have their disabled vehicle towed to their favorite mechanic, service center, or the destination of their choice, within the towing radius.
- Unparalleled service and unprecedented value is what CU Road Pal is all about.





CU Road Pal Plan Benefits

Service	Description	Benefit
Emergency Towing	Service call to tow member's disable vehicle. 25 mile tow range or up to maximum benefit.	INCLUDED – SIGN AND DRIVE Up to \$75.00 benefit maximum
Emergency Lockout Assistance	Assistance in gaining entry to the covered vehicle when keys are locked inside. Proof of vehicle ownership must be provided at time of service.	INCLUDED – SIGN AND DRIVE Up to \$75.00 benefit maximum
Flat Tire Assistance	Removal of the covered member's vehicle flat tire and replacement with the inflated spare tire. If no spare is available, vehicle will be towed.	INCLUDED – SIGN AND DRIVE Up to \$75.00 benefit maximum
Fuel Delivery Service	An emergency supply of up to three (3) gallons of fuel will be delivered to vehicle in immediate need. Member must pay for fuel on delivery.	INCLUDED – SIGN AND DRIVE Up to \$75.00 benefit maximum Fuel cost reimbursed up to \$15
Battery Service	If a battery failure occurs, a jump start will be applied to start the covered member's vehicle.	INCLUDED – SIGN AND DRIVE Up to \$75.00 benefit maximum
Emergency Ambulance Service	Ambulance fees to transport member from the scene of a traffic accident, in which member was injured, to a medical facility.	Up to \$150.00 benefit Reimbursed expense
Travel Interruption Protection	Lodging or journey continuation while your car is being repaired or if your car becomes disabled more than 100 miles from home.	Up to \$300.00 Reimbursed expense
Traffic Court Defense	Fees paid to your attorney to defend you in court on traffic ticket	\$100.00 Reimbursed expense
Legal Fees	Fees paid to your attorney to collect for damage and/or personal injuries sustained by you in a car accident	\$100.00 Reimbursed expense





Plan Comparison – Member Pricing

		Popular Roadside
Plan	CU Road Pal	Assistance Plan
Individual (Annual)	\$47.00	\$51.00
Individual + 1	\$58.00	\$77.00
Family Plan (up to 4 people)	\$69.00	\$129.00
Family Plan + 1 (up to 5 people)	\$80.00	\$155.00
Family Plan + 2 (up to 6 people)	\$91.00	\$181.00
Sign Up Fee	\$0.00	\$15.00
	Benefits	
Emergency Towing Assistance	Included tow up to 25 miles	Included tow up to 5 miles
Emergency Flat Tire Assistance	Included – Sign and Drive	Included
	Included – Sign and Drive	
	Pay For Fuel Upon Delivery	Included
Emergency Fuel Delivery Service	Fuel cost reimbursed up to \$15	At Cost of Fuel
Emergency Lock-Out Assistance	Included – Sign and Drive	Included
Battery Service – Jump Start	Included – Sign and Drive	Included
Travel Interruption Protection	Up to \$300 Reimbursed	Up to \$600
Limited Legal Fee Reimbursement	Up to \$200 Reimbursed	Up to \$500
Emergency Ambulance Expense	\$150 Reimbursed	N/A





Plans (12 months)	25 Mile Towing Plan Price	50 Mile Towing Plan Price	100 Mile Towing Plan Price
Individual	\$47	\$82	\$107
Individual +1	\$58	\$93	\$118
Family up to 4	\$69	\$104	\$129
Family up to 5	\$80	\$115	\$140
Family up to 6	\$91	\$126	\$151

*Drivers residing in the same household. Drivers are covered in any vehicle they travel.





Membership Card

- Members will receive email immediately following enrollment which will contain their membership card and terms and conditions.
- Members are instructed to print their membership card and carry with them to access roadside assistance









Credit Union Benefits

- Build member loyalty and enhance value of membership
- Grow auto loans
- Earn marketing reimbursements on new and renewals





Grow Auto Loans

- CU Road Pal memberships are ideal to use as promotional incentives in conjunction with auto lending initiatives.
- Offering a FREE or discounted one year membership to CU Road Pal when members close an auto loan is a great way to draw more interest to your auto loan program.
- CUSG has created a special promotional portal offering credit unions a \$10 discount off each membership when using as a promotional incentive, and you still earn marketing reimbursements for each membership purchased (and renewals).





Auto Lending Promotional Options

• Include CU Road Pal with Auto Lending

- We have developed several options for offering CU Road Pal memberships to members at auto loan closing.
 - Option 1 Offer FREE CU Road Pal memberships
 - Offer a FREE CU Road Pal membership to members when they close an auto loan with the credit union
 - CU purchases the membership for the member through the CU promotional portal
 - CU earns marketing reimbursement for each plan sold
 - Option 2 Offer a \$10 savings to member
 - Offer CU Road Pal to the member at a discounted price of \$10 off per plan when they close an auto loan with the credit union
 - CU purchases the membership for the member through the CU promotional portal
 - CU earns marketing reimbursement for each plan sold
 - Option 3 Earn additional non-interest income for credit union
 - Offer CU Road Pal to the member at the retail price when they close an auto loan
 - CU purchases the membership for the member through the CU promotional portal
 - CU earns the \$10 discount marketing reimbursement for each plan
- CU Road Pal annual membership fee can be rolled into the auto loan principal at auto loan closing. Loan staff can offer members this option. The membership fee does **not** need to be included as a finance charge and therefore not included in the APR calculation.





Promotional Portal

- Purchasing promotional memberships is easy. The link is located on the CU Road Pal marketing materials page at lovemycreditunion.org
 - Visit the Partner Center at lovemycreditunion.org and log in.
 - Click on Marketing Materials
 - Click on the CU Road Pal logo
 - Locate the "Save \$10" button
 - Click to access the Promotional Portal

Save \$10

On CU Road Pal memberships with the promotional portal. >





Promotional Portal







Marketing Reimbursements

Enrolled credit unions are eligible to earn \$5 - \$11 per membership

- The marketing reimbursement is paid annually
- Membership renewals are eligible for marketing reimbursements

Plan (12 mths)	25 Mile Towing Price	Credit Union MR	50 Mile Towing Price	Credit Union MR	100 Mile Towing Price	Credit Union MR
Individual	\$47	\$5	\$82	\$6	\$107	\$7
Individual +1	\$58	\$6	\$93	\$7	\$118	\$8
Family up to 4	\$69	\$7	\$104	\$8	\$129	\$9
Family up to 5	\$80	\$8	\$115	\$9	\$140	\$10
Family up to 6	\$91	\$9	\$126	\$10	\$151	\$11





Marketing Materials

- CUSG provides FREE marketing materials and marketing support to all enrolled credit unions to assist you in communicating the CU Road Pal program to your members.
- Marketing materials include
 - Website banners
 - Lobby materials, paper and digital
 - Statement inserts
 - Email messaging
 - eStatement, onserts and messaging
 - Newsletter messaging
 - Social media messaging
 - ATM and Drive-thru display ads
 - Radio spots
 - Newspaper ad messaging
- Marketing materials are available in the <u>Partner Center</u> at lovemycreditunion.org





Enrollment Is Easy

Step 1: Visit the Partner Center at <u>www.lovemycreditunion.org/partnercenter</u> and log in with your Partner Center credentials. Don't have Partner Center credentials? Simply click on "Sign Up For Credit Union Access"



Enrollment Is Easy

Step 2: Click on myDashboard and on the next screen scroll down to the CU Road Pal program tile. Click the enroll button to enroll in the program.



Summary

- Comprehensive roadside assistance benefits for your members
 - Unparalleled service, unprecedented value
 - "always here when you need us"
- Great promotional opportunity
- Credit unions to earn marketing reimbursements





Contact Information

Please contact your National Business Consultant with questions

-or-

Kristin Moore *CU Solutions Group* Direct: 734-793-3583 *Kristin.moore@cusolutionsgroup.com*

-or-

Client Support 855-607-2300 #2 info@CURoadPal.com









appendix

Helping Credit Unions Serve, Grow and Remain Strong.

CU Road Pal Microsite





Member Enrollment Page

CU Road F always here when you nee	ed us. Be	nefits Pricing	Enrollment F/	AQs Terms	Reimbursement Form	LMCU Reward
Enrollment						
New extended	towing optic	ons, 50 mil	es and 100 i	miles.		
Choose the plan	n that is bes	t for you.				
Each plan price is for a 1		t for you.				
	2-month <mark>period.</mark>	t for you.		State Sele	ected: Alabama	
Each plan price is for a 1	2-month <mark>period.</mark>	50 Mile Towing Plan Price	100 Mile Towing Plan Price		ected: Alabama ion Selected: ACIPCO Fe	ederal Credit
Each plan price is for a 1 Choose your optio	2-month period. n: 25 Mile Towing Plan	50 Mile Towing Plan	Towing Plan	Credit Un		ederal Credit
Each plan price is for a 1 Choose your optio Plan Type	2-month period. In: 25 Mile Towing Plan Price	50 Mile Towing Plan Price	Towing Plan Price	Credit Un		ederal Credit
Each plan price is for a 1 Choose your optio Plan Type Individual	2-month period. n: 25 Mile Towing Plan Price © \$47.00	50 Mile Towing Plan Price © \$82.00	Towing Plan Price © \$107.00	Credit Un		ederal Credit
Choose your optio Plan Type Individual Individual +1	2-month period. 111 25 Mile Towing Plan Price \$47.00 \$558.00	50 Mile Towing Plan Price \$82.00 \$93.00	Towing Plan Price \$107.00 \$118.00	Credit Un		ederal Credit

For questions or assistance, please call 855-607-2300 and select option 2



