

Guaranteed EquitySM

Profit Participation for Qualifying Asian Franchises

Available Exclusively from CNA National

If you want a profit-participation program that's easy to understand, with clearly defined eligibility and frequently scheduled payouts, then CNA National has what you're looking for. Guaranteed EquitySM is specifically designed for qualifying Honda, Hyundai, Kia, Nissan and Toyota/Scion dealerships selling 30 or more service contracts per month.*

Program Highlights

No other participation program offers you a better package:

- ◆ Direct agreement between you and CNA.
- ◆ Multiple stores can be combined under one account, provided all have the same ownership.
- ◆ Fully insured program.
- ◆ Superior claims service from the recognized industry leader.

Beneficiary Options

Select one of three beneficiaries:

- ◆ Dealership
- ◆ Corporate Officer
- ◆ Management Company

Beneficiary Payment Options

Choose one of three payment options:

- ◆ \$300 per service contract
- ◆ \$400 per service contract
- ◆ \$500 per service contract

Example:

Payment option selected = \$400

Service contracts sold January-June = 200

Payment to beneficiary = \$80,000

Payment Calculation Period

Benefits paid every six months:

- ◆ January-June paid by August 15
- ◆ July-December paid by February 15

Payment Qualifications

- ◆ Production minimum is 30 service contracts per month or 180 for each six-month distribution period (January-June and July-December).
- ◆ Production requirement is prorated on a monthly basis for each full month completed before the first distribution period, if less than six full months.
- ◆ If production requirement is not met during the calculation period, the payment is placed in a hold account during the next calculation period. If the production requirement is met during the second calculation period, both the first and second payments will be made to the beneficiary.
- ◆ Distributions paid are not subject to chargebacks (only flat cancels can be charged back).
- ◆ Distribution is subject to a loss ratio of less than 100% ITD.

** Please refer to your dealer agreement for complete details.*

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