



# SAY HELLO TO A NEW GAP

WITH THE FLEXIBILITY  
YOUR CUSTOMERS NEED



# INTRODUCING UNIVERSAL GAP INSURANCE FROM JLU - THE SPECIALISTS

The GAP policy that encompasses our 4 GAP products into 1 simple policy wording and allows your customers to change their vehicle, not the policy.

JLU's Universal GAP Insurance exclusively for BIBA members, offers a change to the way GAP has historically been written, providing all the benefits that our current GAP products do but under one simple annually renewable policy. **Universal GAP** embraces the requirements of treating customers fairly and contract certainty. Previously if a customer wanted to change their car before the fixed period of insurance ended, it meant a whole new policy needed to be taken out...

**But not any more.**

Following the recent FCA changes to the sale of GAP insurance by motor dealers, leasing companies and motor manufacturers, JLU has developed a new innovative solution **exclusively for BIBA Members**. The FCA produced their competition remedy into the sale of GAP Insurance in June 2015 for implementation by 1st September 2015. The remedy imposes sale restrictions on distributors of the motor vehicle, where GAP is deemed to be an Add-On sale. In a move to create more competition in the GAP Insurance market, the FCA has confirmed insurance brokers will not be subject to these restrictions.

**There is a significant opportunity for you to offer GAP solutions to your customers, increasing customer protection and adding a valuable income stream to your business.**



## WELCOME TO THE COMPREHENSIVE BENEFITS OF UNIVERSAL GAP

- Annually renewable GAP Insurance
- Encompasses our 4 GAP products into just 1 simple policy wording
- Allows for a change of vehicle
- Available for new or used cars
- Lower rate of Insurance Premium Tax
- Cars on lease agreements - we not only clear the termination charge we reimburse the customer's deposit rental payment
- No end date. Your customer is protected year on year
- Embraces TCF and is simple for customers to understand.





## THE SPECIALISTS

Gallery 4  
63 St Mary Axe  
London EC3A 8AA

**T:** 0330 111 3093

**E:** [info@junderwriting.co.uk](mailto:info@junderwriting.co.uk)

[jacksonleeunderwriting.co.uk](http://jacksonleeunderwriting.co.uk)

