

Early Termination

Freedom from financial commitments if personal circumstances change

What is Early Termination Insurance (ETI)?

Life is full of change – whether it’s the risk of redundancy or bankruptcy, the birth of a new baby, or the opportunity of a new job abroad. It’s possible that an unforeseen event – resulting in a change to financial circumstances – may happen at some stage during the term of a loan, lease or other payment obligation.

Early Termination Insurance is designed for individuals, fleets and companies to free your lessees from financial commitment for private vehicles, company cars and light commercial vehicle lease rentals, should their personal circumstances change unexpectedly. It enables the lessee to hand the vehicle back, without the worry of funding the difference between the market value of the vehicle and the outstanding balance of the lease.

Design a Programme to Meet the Needs of Your Target Market

We arrange bespoke coverage for vehicle leasing companies to meet the specific requirements of individual lessees or corporate clients. Our ETI programme can be tailored to cover a wide range of life-changing events and differing deferment periods.

Example coverage includes:

- Unemployment
- Bankruptcy
- Loss of driving licence (medical reasons)
- Expatriation

Policies can also include one of the following “voluntary” circumstances:

- Resignation
- Maternity or paternity cover

Benefits of Early Termination Insurance

Implementing our ETI offers banks and other finance companies significant benefits:

- Giving cover in the event of unemployment – a key concern
- Bespoke coverage for a wide variety of unexpected lifestyle changes
- Unique “Loss of driving licence” cover
- Competitively priced cover
- Deferment and benefit periods that can be tailored to meet different client requirements
- Reduced credit risk
- Improved solvency position



Interested in talking to us?

Examples of Our Tailored Solutions

- **Private lease:** An individual signs a one-year lease for a car. Unfortunately, seven months later the lessee develops a serious medical condition and can no longer drive the car. If the lessee surrenders the vehicle to the leasing company there is an early termination penalty. The lease company can offer to protect its customers from this risk, and minimise its own loss of revenue, by arranging ETI cover with us. We will pay the difference between the resale value of the vehicle and the outstanding balance of the lease, thus protecting both parties.
- **Professional lease:** A dentist leases equipment necessary for their business. During the lease period, the dentist has an accident resulting in long term damage to their fingers. They no longer need the equipment, however if they want to terminate the lease, they will face a penalty. This penalty can be insured thus minimising any loss to either the dentist or leasing company.

We will work with you to identify early termination risks and provide cost effective solutions that benefit both you and your customers.

Built on Relationships. Focused on Solutions.

Service Minded. Solution Driven. Specialty Focused. That's what we are, and what you can count on to help write more business. We're not your run-of-the-mill insurance company – we pride ourselves on our dedicated claims service and specialised expertise focused on products for the vehicle and equipment finance market.

Put Great American To Work For You

You can count on our experience and expertise. Insurance is underwritten by Great American International Insurance (UK) Limited, which is a member of Great American Insurance Group and is A+ rated by Standard & Poor's (rating as of 6 August 2019). That's the financial strength you can rely on to protect what's important.

The above-mentioned examples are for illustrative purposes only. All coverage is subject to underwriting.

Coverage is summarised and subject to underwriting. Refer to the actual policy for a full description of applicable terms, conditions, limits and exclusions. Insurance is underwritten by Great American International Insurance (UK) Limited, registered address 32 Queen Square, Bristol, BS1 4ND, UK, which is registered in England as company number 02714031, is authorised to write General Insurance by the Prudential Regulation Authority and regulated by the Prudential Regulation Authority and the Financial Conduct Authority under registration number 202874. Great American service marks, Great American Insurance Group eagle logo (words and design) and the word marks "Great American" and "Great American Insurance Group" are registered service marks of Great American Insurance Company, 301 E. Fourth St., Cincinnati, OH 45202. © 2019 Great American International Insurance (UK) Limited. All rights reserved. 0002-GAI (10/19)

Why work with us?

- Generate additional revenue for your company
- Improved risk and solvency position
- Help ensure customer peace of mind
- Differentiate your business from the competition
- Strengthen your customer and supplier relationships

