

# TOP GAP OBJECTIONS — AND HOW TO OVERCOME THEM

## MY INSURANCE ALREADY COVERS THAT...

Insurance covers the car's value, not your loan balance.

GAP steps in to cover the difference so you're not left writing a check for thousands.

## I'M A SAFE DRIVER...

Most GAP claims come from theft, hail, and accidents caused by others — not your driving skill.

Safe drivers can still face a total loss and end up owing money.



## THE ROADS I DRIVE ON AREN'T THAT BAD...

Even in decent areas, one accident is all it takes to trigger a total loss.

Without GAP, the financial gap between loan balance and value can destroy your savings.

## WHY WOULD I NEED THAT ON A GOOD CAR?

Newer, higher-value cars often depreciate the fastest in year one.

GAP protects your financing, not just the vehicle itself.



**eric**  
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