

TOP **VSC** OBJECTIONS — AND HOW TO OVERCOME THEM

“IT’S A GOOD CAR; I DON’T NEED IT.”

Quality cars break less often, but when they do, repairs are extremely expensive. Electronics and modules fail at random, leaving you with repair bills in the thousands.

“I’LL TRADE IT BEFORE IT BREAKS.”

Many breakdowns happen in the first 24–36 months, long before a typical trade-in.

One covered repair early on can pay for the entire contract.



“REPAIRS DON’T COST THAT MUCH.”

Labor rates average \$150+ per hour and even simple repairs require computer diagnostics. A transmission or module replacement can run \$2,500–\$5,000 or more.

DOESN’T THE FACTORY WARRANTY COVER ME?

Factory warranties only cover the first few years of ownership. Most people own or finance their car well beyond that period, leaving them exposed.

