

JM&A Group Partners With Kia Motors America to Provide Extended Service Contracts

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Deerfield Beach, Fla. — JM&A Group (JM&A) announced, in association with Kia Motors America (KMA), a new opportunity for Kia owners to supplement Kia's warranty with an extended service contract provided by JM&A. The contracts are backed with customer support by JM&A, who for nearly 30 years has helped automobile dealers achieve unsurpassed levels of finance and insurance (F&I) performance in the retail automotive industry. In addition, Kia dealers now have a certified pre-owned program specifically designed to work with every department within the dealership to increase profit and strengthen the dealer's position in the used-car marketplace.

Kia-branded extended service contracts for both new and used vehicles will be available for up to 125,000 miles in recognition of Kia's above-industry-average reliability and durability. There are four different products available: Kia Protection Plus, Kia Care, Kia Road Hazard Tire and Kia Certified Pre-Owned. All four products provide added value in that services start at the time of contract execution; plans are transferable with the title; and customers can be covered for up to 125,000 miles, depending upon the plan, age and mileage of the vehicle.

"As an industry leader in automotive finance and insurance, JM&A Group is committed to dealer profitability and customer service, and we recognize that both are vital components of successful partnerships," said Forrest Heathcott, president of JM&A Group. "We are pleased that Kia Motors America has chosen JM&A to provide dealers with the best F&I products for their customers. We believe that this initiative is a win-win for all involved."

"Kia is pleased to offer this additional benefit to our customers," said Tom Leimkuhler, vice president, parts of Kia Motors America. "The extended service contracts further demonstrate our confidence in the quality and reliability of our new and used vehicles."

Kia Protection Plus offers mechanical failure coverage for current model-year vehicles plus nine previous model years. Customers will have a variety of coverage and deductible options from which to choose, including a plan with a \$0 deductible.

Kia Care is a pre-paid standard maintenance plan. Services include lube, oil and filter change, clean and adjust brakes, and multi-point inspection.

Kia Road Hazard Tire repairs or replaces a damaged tire and wheel if the damage is a direct result of a road hazard. The plan also covers resetting the tire pressure monitor system.

Kia Certified Pre-Owned offers a comprehensive certified program for all Kia used vehicles, up to five model years old and 60,000 miles. Benefits include a long-term 10-year/100,000-mile powertrain limited warranty, providing the same length of coverage as a new Kia. Wrap service contracts — which add to existing coverage — are also available.

"Kia branded" extended service contracts offer up to 10 term/mileage options available based on age and mileage of the vehicle. Should a customer sell his or her vehicle, he or she will have the option of transferring the remaining contract term to the new buyer. A major benefit to customers of the transfer option is increased vehicle resale value.

For customer convenience, the cost of the selected plan may be included in the financing of the vehicle. Customers are not required to pay for repairs and wait for reimbursement. Instead, direct payments are made to the servicing dealership. The extended service contracts include national coverage anywhere in the U.S., its possessions and territories, and Canada.

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