

IMPORTANT NOTICE

Subject: New GAP Forms and Rates Effective 12/1 for New Dealer Signups

October 29, 2025

Wise F&I has been a leader in GAP for over 36 years, and we take great pride in providing a consistent and affordable GAP solution for our clients. In the last couple of years, there have been several industry factors that continue to drive increased volatility in the GAP marketplace:

- Fluctuating vehicle values
- Rising insurance premiums and insurance companies reducing customer payouts
- Increased vehicle prices, increased monthly payments, and longer loan terms
- Increased severity of claims
- Increasing rate of cancellations, including lender-initiated cancellations

As one of the leaders in GAP, Wise F&I has worked diligently to maintain stable rates despite these market challenges. However, continued pressure across the industry has made a rate adjustment necessary to align with current market conditions. **This adjustment will only apply to new GAP dealer signups written on or after December 1, 2025**, leaving existing pricing in place for our current clients, provided their book of business remains profitable.

Our GAP program is still approved by all major lenders and remains available and ready to meet your needs. Please note, this change applies **only to new GAP dealer signups** and **will not affect any dealers already authorized to offer our GAP programs**.

You can expect to hear from your Regional Vice President in the next day or two regarding the updated rates.

We know that you may have questions or concerns; so, please contact Wise F&I Client Services at 800-849-9559 or clientservices@wisefandi.com. You may also contact your Regional Vice President to discuss how we can best support you and your dealership groups during this transition.

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