



DMI Insurance Services, Inc.

Automotive Program Specialists

It's time for our 4th Quarter Sales Contest!

Book \$25,000, \$50,000, or \$75,000 additional net written premium during the same 3-month period from the prior year for new and renewal policies with effective dates between 10/01/2016 and 12/31/2016 and you can win a \$500 Amazon gift Card, a Samsung 65" Curved LED Smart TV, or a trip to Cabo, Cancun, or the Bahamas. Net written premium in excess of \$75,000 can be used towards winning additional prizes.

Automobile Lease-Back

Suppose a dealer is incorporated (XYZ Auto Sales, Inc.) and he finances a new Mercedes for his personal use. He financed the car in his individual name because his credit score is above 700 so he was able to get an excellent interest rate on the loan. The dealer doesn't have a personal auto policy because he has always had a dealer policy and only drives inventory vehicles. Is the dealer's new Mercedes covered under the dealer policy? Answer: It depends.

Too often we see claims not covered with the above circumstances. The reason: the dealer owns a vehicle individually vs. the corporation (named insured) owning it. Coverage follows the owner of a vehicle. How do you fix this problem? An Automobile Lease-back form. An Automobile Lease-back is a formal legal document which creates dual ownership of a piece of property. This document is an agreement between the Lessor (individual) and the Lessee (Corporation) to provide insurance for a specified vehicle and share in the liability of its use.

One of the most important questions to ask a dealer when quoting their dealer insurance is "are there any vehicles not owned by _____ (named insured legal entity) that you are expecting to be covered? If yes, which ones and who own them." This way potential coverage gaps can be identified and an Automobile Lease-Back document can be executed and sent to the insurance company.

In some cases an insurance company may allow adding of an owner or spouse's individual name on to the named insured line. For questions about this or to obtain a complimentary copy of a generic Automobile Lease-Back form please contact your underwriter.

Get to know Cecilia



What is your position at DMI:

Claims Adjuster

When did you begin working at DMI:

April 2008

What is your favorite part about DMI:

We have an amazing team of individuals.

What do you find challenging at DMI:

There is never enough time in the day.

Personal Summary:

I was born and raised in Morgan Hill, where I currently live. I live with my husband, two sons, four dogs, two turtles, and a cat. I like to spend most of my time outdoors and going on outings with my family.

What is your favorite thing to do on the weekend:

I love kickboxing, running, and just enjoying life.

What is your favorite movie quote:

"Progress is impossible without change, and those who cannot change their minds cannot change anything."
- George Bernard Shaw

Get to know Judy



What is your position at DMI:

Claims Adjuster

When did you begin working at DMI:

January 2016

What is your favorite part about DMI:

The people I work with. They are awesome!

What do you find challenging at DMI:

Having to prioritize work and meeting the goals I set for myself.

Personal Summary:

I was born and raised in Sunnyvale, CA. I have been married to my wonderful husband for 8 years and we have four beautiful children. I have been in the insurance industry since 2001 and love doing what I do.

What is your favorite thing to do on the weekend:

I always spend my weekends with my family, running the kids around, and having fun.

What is your favorite movie quote:

"Be kind, for everyone you meet is fighting a great battle." - Philo of Alexandria

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