



Collateral Protection Insurance (CPI)

Get a win-win solution to securing your portfolio ... protect your interests by helping your borrowers protect theirs.

Protect your portfolio ... one loan at a time.

Since risk is inherent in any business activity, effective and strong risk management is a major goal. Methods may vary but the focus is the same – to identify and cover risks effectively while preserving the customer relationship.

With WNC's lender-placed Collateral Protection Insurance (CPI) program, you protect your interests by helping your borrowers protect theirs. It's a win-win solution to managing risk and increasing or retaining business.

It protects the loan collateral by providing coverage for your borrowers who find it difficult to obtain insurance protection. For borrowers whose coverage canceled, lapsed or expired for various reasons, the program ensures protection against an uninsured loss.

Just as there is an individual borrower behind each consumer loan, an effective collateral protection program uses the unique characteristics of a portfolio to guide the tracking and administration of loan-by-loan insurance requirements.

With WNC, you get up-to-the-minute information on your exposures, and coverage that continuously protects your interests.

Service you can count on from a company you can trust.

Established in 1962, WNC is a wholly owned company of Tokio Marine Kiln - one of the largest managing agents in the Lloyd's insurance market and a member of the Tokio Marine Group - among the world's strongest and largest insurance companies with a market capitalization of \$31 billion.

WNC is a full-service loan insurance administrator or insurance services provider to hundreds of clients ranging in size from small community banks and credit unions, to large loan servicers and bank-holding companies throughout the United States.

To guarantee the most appropriate and comprehensive coverage for you, we continually search the marketplace for the best products and insuring partners.

Our lender-placed CPI program provides a full range of administrative and support services that include inception-to-date insurance data capture and management, borrower notifications, exposure reporting, coverage placement, inbound/outbound calling, and more.

The program enables you to achieve the dual objectives of maximizing the number of borrowers purchasing their own insurance coverage and limiting the number of CPI policies placed.

Learn more about how you can get a win-win solution to securing your consumer loan portfolio by calling your WNC representative or our offices at 800-798-5522 today and asking for the Lender Placed Product Group.



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Collateral Protection Insurance (CPI)

Strength. Service. Specialty.™

Major Benefits

- Identifies your exposures by effectively managing your insurance data
- Protects the loan collateral for borrowers who can not obtain insurance
- Uninterrupted protection if borrower's insurance lapses or cancels

Managing Insurance Requirements

- Insurance information is captured and stored in one centralized data management system
- Managed data include inception-to-date history of insurance documents, borrower notices, lender-placed insurance and claim records
- Information is updated automatically each time new insurance information is received, notification is generated or incoming borrower call is handled
- After loading of insurance data, potential exposures are identified per loan
- Best solution or solutions package is offered which may include blanket insurance, errors and omissions coverage or lender-placed insurance
- Rating, issuance and monitoring of coverages is implemented either through your borrower's insurance broker or agent or through a combination of WNC's lender-placed collateral protection coverages such as:
 - All-Risk Physical Damage
 - Automatic Protection
 - Waiver of Repossession
 - Uncollected Premium
 - Repossession and Return Expense
 - Insufficient Insurance
 - Confiscation

- Conversion (Skip)
- Instrument Non-Filing Errors and Omissions
- Repossessed Property
- Worldwide Protection
- Rigorous service standards are applied including tight monitoring of lender-placed coverages and false placements
- Claims are handled by a WNC-owned and operated claims company
- Over 90% of physical damage losses are settled within 10 days or less
- Loss reports are accepted via the internet or fax, 24/7
- Borrowers can file their non-repossession claims by calling a toll-free number
- iClient® – provides on-screen views of insurance history, lapse and deficiency notices, claim records and imaged insurance documents
- iaminsured.net™ – enables borrowers to provide proof of insurance online

For a demonstration of how WNC's lender-placed CPI program provides the protection you and your borrowers need, please call your WNC representative, or our offices at 800-798-5522 and ask for the Lender Placed Product Group.



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