



**SENTRY**  
INSURANCE

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# Don't Let Test-Drive Accidents Spin Your Business Out of Control

**Adopting Sentry's recommended procedures can help you reduce your test-drive exposures.**

Sentry is a leading provider of insurance and safety services for the auto dealership industry. Put our expertise to work for you. Sentry's experienced safety professionals recommend that auto dealership customers adopt specific safety procedures covering:

- Customer driving history
- Test-drive checklists
- Sales staff training
- Theft prevention measures
- Preferred test-drive routes

These recommendations, designed to help you reduce your claims, are detailed in *Sentry Solutions – The Guide to Reducing Test-Drive Losses*.

With Sentry's help, you'll spend less time worrying about test-drive losses and more time focusing on running your business successfully.

**Sentry Insurance –  
We know your business.**

## Claim File

A dealership salesperson accompanying a customer on a test-drive suggested that she take a left turn out of the dealership. The driver made the turn and was struck by another vehicle. The driver and her unborn child were killed. Mediated damages totaled more than \$1.1 million.



Sentry's property and casualty coverages are underwritten by Sentry Insurance a Mutual Company or its subsidiary Sentry Select Insurance Company, Stevens Point, WI. Safety and claims services are provided by the underwriting company, or by Parker Services LLC, a subsidiary of Sentry Insurance a Mutual Company, Stevens Point, WI. Policies are not available in all states.

This page contains general information on reducing risk. Sentry recommends that you consult with your legal counsel and safety experts as appropriate.



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**AUTO DEALER EXPOSURES**  
**CUSTOMER TEST-DRIVES**