



**SENTRY**  
INSURANCE

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# Don't Let Employee Test-Drive Losses Roll Over Your Dealership

**Adopting Sentry's recommended procedures can help you reduce your employee 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 prevention procedures covering:

- Written fleet programs
- Employee qualification verification
- Customer pre-service information
- Test-drive routing

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

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

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

## Claim File

A customer brought his car in for transmission repair. The mechanic, finding nothing unusual upon cold start-up, took the car to pick up a part for another vehicle. While concentrating on the transmission and shifter, the mechanic rear-ended a school bus. The result of this accident sent 23 children and the bus driver to the hospital to be treated for injuries, a damaged school bus, a totaled car and a severely damaged reputation for the dealership.



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**  
**EMPLOYEE TEST-DRIVES**