

Lightstone Risk Management (LRM) removes the Compliance Risk from the Dealer. The Dealer focuses on the transaction and need not worry about the risks related with the selling of insurance products like Mechanical warranties, Shortfall and Credit life insurance.

What is needed?

- The Dealer identifies a person at the Dealership who is NCA accredited and who will handle the finance process.
- The service is supported by Signio and is fully electronic.

How does it work?

- The NCA carded person captures the application on Signio, gets the deal approved and requests validations.
- After validations are approved, LRM phones the Dealer to confirm that the transaction is going ahead.
- Once the Dealer confirms, LRM calls the customer to offer- and discuss all FAIS regulated insurance products (Mechanical warranty, Credit life, Shortfall).
- These Compliance calls are recorded and stored on Signio for easy access.
- The transaction is released and LRM indicates to the Dealership what products have to be included when requesting a contract.
- LRM checks the contract when released from the Bank to ensure it complies with the customer's requirements.
- The NCA carded person signs the contract electronically with the customer and submits for pay-out.

This affords you total control of the transaction.

Contact us to discuss this affordable solution:

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