

LENDER UPDATES

August 2023

- I. **TFS & MFS - F&I Sentinel**
F&I Sentinel will begin reviewing Key fob service contract for approval for funding.
DEADLINE: ~~May 4, 2023~~ January 1, 2024
- II. **Nissan Motor Acceptance Corp (NMAC) – F&I Sentinel**
F&I Sentinel will begin reviewing VPP (product warranties) and EWU (Excess Wear & Use waivers).
DEADLINE: ~~November 17, 2023~~ January 3, 2024
PRODUCT(S): VPP (product warranties) and EWU (excess wear and use waivers)
- III. **Ford Motor Credit Corp (FMCC) (UPDATE)**
May 26, 2023 - GAP Administrators received new guidelines for GAP waivers:
1. GAP waivers may not exclude waivers with deferred first payments
2. GAP waivers must allow for variable payment schedules. (i.e., cannot require a “uniform” payment schedule)
DEADLINE: ~~Unknown. Waiting for further communication from FMCC.~~ December 31, 2023
- IV. **Nissan Motor Acceptance Corp (NMAC) – F&I Sentinel**
F&I Sentinel will begin reviewing Motor Club product forms.
DEADLINE: January 3, 2024
- V. **BMO Harris Bank (BMO) – F&I Sentinel**
BMO will require F&I Sentinel approval for the products listed below. BMO is unique in that they finance powersport vehicles (i.e., boats, RV's, ATV's, etc.)
PRODUCT(S):
 - GAP Waiver
 - Vehicle Service Contracts
 - Standalone Tire and Wheel
 - Standalone Windshield Repair or Replacement
 - Standalone Key FOB Protection
 - Standalone Paintless Dent Repair
 - Ancillary Product Bundles
 - Prepaid Maintenance Agreements
 - Vehicle Protection ProductsDEADLINE: April 1, 2024
- VI. **Bass Pro Shops Financial Services (BPSFS) – F&I Sentinel**
We received notice from F&I Sentinel that BPSFS has been added to the FIS portal. It is not yet open for submissions. Per FIS, it is expected the approval requirements will only apply to GAP waivers on service contracts covering Marine, ATV's, and trailers for these products.
DEADLINE: Unknown

VII. **Exeter Finance, LLC (EXETER) – F&I Sentinel (NEW)**

EXETER will require F&I Sentinel approval for the products listed below. All product forms that were currently approved by other FIS lenders that met the Minimum Business Requirements were automatically cloned over as “Approved” with EXETER.

PRODUCT(S):

- GAP Waiver
- Vehicle Service Contracts
- Standalone Tire and Wheel
- Standalone Windshield Repair or Replacement
- Standalone Key FOB Protection
- Standalone Paintless Dent Repair
- Ancillary Product Bundles
- Prepaid Maintenance Agreements
- Vehicle Protection Products

DEADLINE: May 1, 2024

VIII. **Hyundai Motor Finance (HCA) – F&I Sentinel (NEW)**

HCA will require F&I Sentinel approval for the products listed below.

PRODUCT(S):

- Vehicle Service Contracts
- Standalone Tire and Wheel
- Standalone Windshield Repair or Replacement
- Standalone Key FOB Protection
- Standalone Paintless Dent Repair
- Ancillary Product Bundles

DEADLINE: May 5, 2024