

Road Hazard

Automation

&

Optional



Registration

ROAD HAZARD AUTOMATION

I. Automatic Sell Price

Calculate price based on

Type, Manufacturer, Model, Selling Dollar Amount, and more

A. Tie into NEW Tire Sale Process

B. Allow sale for EXISTING tires on car

II. Track into Accounting System

III. Available automated invoice **reverse-side printing of the Road Hazard plan details**

IV. Sonsio (optional)

A. Benefits

Sonsio pays for the REPAIR or REPLACEMENT of a tire on a customer's vehicle if it totally fails or goes flat before it wears out.

1. Tire Dealer

Eliminates the need to:

- a. tie up your money on PRE-purchased stickers
- b. “inventory” control stickers to prevent loss or misplacement
- c. affix stickers to the invoice for each Sonsio “Road Hazard” sale.

Sonsio discounts available to the tire dealer for using JMK software automation

2. Customer

- a. Faster service at the dealer sales counter.
- b. Eliminates the Sonsio requirement to retain the original sales receipt.

(Sonsio retains the road-hazard validation in their master computer database.)

3. Sonsio

Can reference the client name/address before any possible claim.

B. How It Works

JMK System automatically ties into the Sonsio system to **eliminate** the Sonsio **Stamp** Program.

- a. Typically a tire dealer marketing Sonsio will:
 - 1) sign up for the program
 - 2) purchase “stamps” (similar to a postage stamp) that authenticates the insurance policy
 - 3) promote the program to its retail customers for newly-purchased tires.
 - 4) affix one stamp to the original invoice document for each tire sale unit, validating the purchase (on a SRHW sale).
- b. Problems with that distribution method include:
 - 1) dealer’s staff needs to track the stamps on hand as “inventory”
 - 2) stamp “inventory” ties up capital
 - 3) inefficiency at the time of the sale, when dealer’s staff has to affix the stamps to the original invoice at the sales counter
 - 4) customers need to save the original invoice to validate their purchases.

C. Registration

In a cooperative effort, JMK incorporated special software features into the “point-of-sale” process:

1. **Automatic Assignment of Road Hazard**
validation sticker number to each sales invoice
2. **Electronic Transfer of Sticker Registration Information**
from the tire dealer’s computer system back to Sonsio, for validation and reference.

**In this software relationship with Sonsio,
the JMK System actually is creating the sticker
“certificate validation number,”
much like the government does when it prints
paper dollars with a unique serial number.**
