



Program Training Guide

LAUNCH™

BOAT PROTECTION

How does LAUNCH help my customers who own a boat?

Traditional boat insurance covers boating accidents or damage to the vessel.

But ask yourself, “What really worries a boat owner?” Is it storm damage while docked at the marina? No. It’s motor failure. Electrical breakdowns.

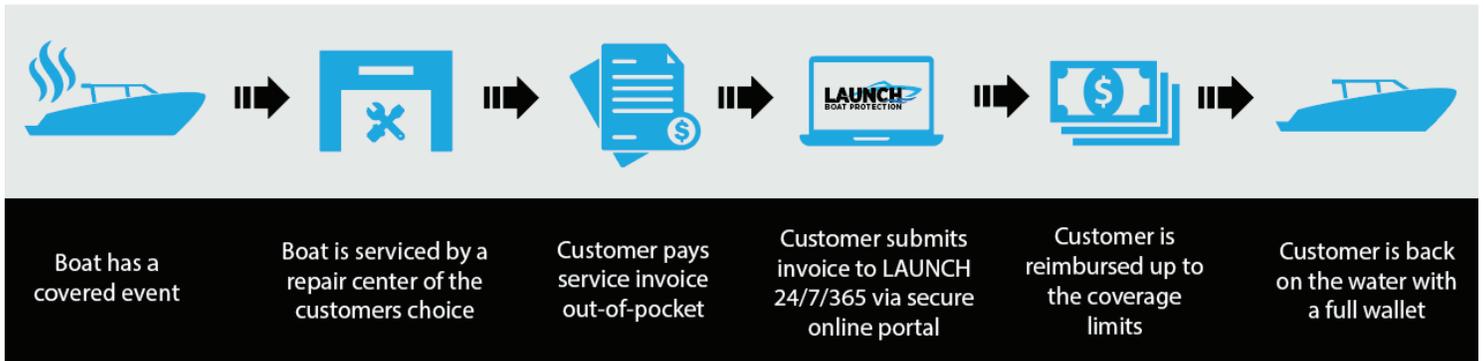
Pump malfunctions. Overall, boat owners worry most about what might ‘break’ on a boat that would keep them from using it as often as they want.

That’s where LAUNCH comes in.

Boat owners have never before had the option to add coverage to their ***used boats***. However, with LAUNCH, the 7 million+ boat owners in the U.S. now have the opportunity to reduce both the cost and stress of unexpected mechanical or electrical breakdowns at an affordable monthly or annual rate.



How It Works



Each failure type is assigned a maximum benefit *amount:

Description of Failure / Breakdown	Parts Cost	Labor Cost	Total Cost	LAUNCH Benefit
Drive Yoke	\$350	\$345	\$695	\$550
Fuel Injector	\$400	\$287	\$687	\$500
Engine Intake Manifold	\$500	\$575	\$1,075	\$860
Rotor / Cap	\$120	\$115	\$235	\$235

*Example amounts. See current rate sheet for full benefits.

Regardless of boat type or boat value, each failure is paid up to the matching maximum benefit amount.

The best part? Customers do NOT need prior approval to repair their boat and are allowed to take their boat to their preferred marine repair facility.



Program Rules & Eligibility

LAUNCH covers any mechanically propelled boat that is 20 years old or newer.

LAUNCH can be added to new boats as well.

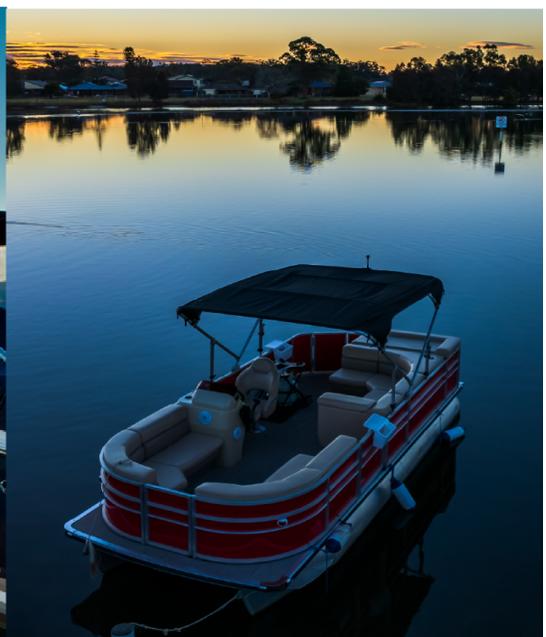
Customers are not required to have a vessel inspection prior to adding coverage, but will sign their registration acknowledging that their boat is fully operational at the time of coverage purchase.

LAUNCH does not impose a limitation on engine hours in order for coverage to be added.

Upon registration, LAUNCH will impose a 45 day no claim period with the exception of any Day 1 coverages as defined in the Terms and Conditions.

LAUNCH will pay up to three (3) claims per 12 month period, and has a Lifetime Limit of Liability of \$6,000. Afterwards, premium collection will be halted and no further coverage will be issued to the customer.

See Terms and Conditions for complete coverage rules



Claims Requirements

Claims must be filed online via the secure LAUNCH Claims Portal. For a claim to be eligible for coverage, a paid repair invoice must be submitted and dated during the coverage window and after any 'no claim' period has been satisfied.

Invoice must contain customer name and boat information that matches the coverage policy.

Service center on record must be a valid, licensed marine repair facility. No handwritten or DIY service invoices will be accepted. Call center reserves the right to verify repair with the service center prior to reimbursement.

In the claims portal, customer will declare a single claim type (breakdown). If the invoice matches the claim type selected, payment is issued. In some cases, if the invoice does not match, the customer will be asked to provide a clearer or corrected invoice from the service center.

Should the repair invoice have multiple repairs listed, only the single declared claim type (breakdown) benefit will be issued.

Standard maintenance such as winterization, oil changes, spark plugs, etc. will not be covered.

LAUNCH does not offer coverage on physical accidental damage.

LAUNCH limits the claim window to 60 days from the invoice date.

LAUNCH Boat Protection proudly partners with:



The LAUNCH program is underwritten and supported by CNA Insurance, the 8th-largest insurer in the U.S. The program will be administered by Safeware, a leading third-party warranty company and a subsidiary of One80 Intermediaries, a Brown & Brown company.

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Description of Breakdown	Max Benefit	Description of Breakdown	Max Benefit
Engine Components	\$2,500	Engine Cooling	\$1,000
Cylinder Heads	\$1,800	Impellers	\$600
Engine Block	\$2,500	Engine water pumps	\$600
Intake Manifold	\$1,800	Heat exchangers	\$1,000
Oil Pan	\$1,800	Oil Systems	\$700
Timing Cover	\$1,800	Valves	\$700
Transmission	\$1,800	Pumps	\$700
Transmission components	1800	Lines/Cables	\$700
Tubing & lines (oil)	1200	Power Steering	\$700
Lower Unit/V Drive/Stern Drive	\$2,000	Cylinders	\$700
Jet Drive Components	\$1,200	Hoses/Cables/Lines	\$700
Housing Components	\$800	Actuator Assembly	\$700
Bearings	\$800	Helm Assembly	\$700
Center Yoke	\$600	Pumps	\$700
Drive Yoke	\$600	Valves	\$700
Universal Joint	\$600	Steering Wheel/Column/Head	\$700
Shift & Throttle Components	\$1,000	Power Trim	\$600
Fuel System	\$800	Electric Motors	\$600
Injectors	\$600	Rams	\$600
Regulators	\$600	Mounts	\$600
Pumps/Cool Fuel Assembly	\$800	Pivots	\$600
Lines/Cables	\$600	Pumps	\$600
Electrical/Electronics	\$600	Wake/Ballast Systems	\$300
Sensors	\$600	Pumps	\$300
Alternator	\$600	Tanks	\$300
Rotor/Cap	\$600	Electronic	\$300
Starters	\$600	Other Systems	\$300
Bilge Pumps/Blowers	\$600	Live Well	\$300
Guages	\$600	Anchor	\$300
Displays	\$600	Fish Finder/Nav	\$300
Day 1 Coverage	\$150	Power Poles	\$300
Marine Battery Replacement	\$150	Heaters/Seat Heaters	\$300

