



FOR IMMEDIATE RELEASE

RoadVantage Adds the Experience of Richard F. Ostrowski, as Director of Participation Programs

AUSTIN, Texas – October 20, 2020 – RoadVantage, voted #1 for F&I Products for four years running and now #1 for F&I Product Training, is proud to announce the addition of Richard Ostrowski as Director of Participation Programs.

Mr. Ostrowski joins RoadVantage after a long and accomplished career spanning four decades. After graduating from Illinois State University and earning his CPA in 1989, Richard joined Aon Corporation (Pat Ryan and Associates) where he gained knowledge of credit life and disability reinsurance sold to auto dealers. In 2003, Richard moved to Protective Life Insurance Company to eventually serve as 2nd Vice President of Reinsurance and General Accounting, providing assistance and advice to automotive clients on Retros, CFCs, NCFCs, and DOWCs. He has worked with VSC, GAP, Ancillary, and Credit products to develop participation solutions for many different scenarios. His area was responsible for completing reinsurance agreements, cession settlements, financial statements, tax returns, billing statements, retro statements and commission statements. While with Protective, Mr. Ostrowski also developed a system that centralized reinsurance and retro contact information in one location for the division, developed multiple investment portfolios for dealers to invest their reinsurance funds with a large national bank, and developed other efficiencies that allowed dealers an easier way to do business with the company.

Richard led his reinsurance group through multiple tax issues, including Notice 2016-66 compliance, audits, and the treatment of ancillary programs. Over the years, he has had a great deal of contact with dealers, agents, attorneys and CPA firms over different issues that have presented themselves in the marketplace. While leading a team of 27 people, many of whom he supervised remotely, Mr. Ostrowski also developed and maintained flexibility within the participation program to provide dealers solutions to their most pressing needs.

“We are ecstatic to have Richard Ostrowski on board with us as Director of Participation Programs.”, said Garret Lacour, RoadVantage CEO. “With Rich’s well-respected reputation, our award-winning company is looking forward to providing even more leading-edge advice and guidance in all areas of



participation. Adding his skills and knowledge is another vital step in our efforts to lead the market in all areas to benefit our Agent Partners and their Dealers.”

“RoadVantage is a company that has impressed me by its growth. The feedback from the Dealer community shows that it has a tremendous reputation in the industry. I’m truly excited to lend my experience to help it grow even further,” added Mr. Ostrowski. “I’m looking forward to using my knowledge and expertise to create solutions within RoadVantage’s participation programs to meet the needs of each individual Dealer.”

About RoadVantage

Fueled by innovation, led by industry veterans, and powered by passion for creating a better customer experience, RoadVantage is the #1-rated F&I provider in the industry by Dealers and customers. With a team that leverages technology and a streamlined approach, RoadVantage is setting new standards for performance, with exclusionary programs providing the most comprehensive coverages available anywhere in the industry today. RoadVantage’s industry-leading service levels result in 98% of claims approved in seven minutes or less, and 99% of claims paid within 1 hour of receipt of the signed invoice.

RoadVantage offers a full portfolio of ancillary products through certified agents and is headquartered in Austin, TX, with regional offices in Boston, MA; Dallas, TX; Phoenix, AZ; Richmond, VA; Chicago, IL; and St. Augustine, FL. For more information, visit www.roadvantage.com.

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