



Lithia & GreenCars Sustainability Employee Newsletter

JANUARY 2026 EDITION



Aligning F&I Products with Today's Vehicles

As vehicle technology evolves, many of the trends we see internally are showing up clearly in customer behavior nationwide.

Vehicle technology is changing quickly, and dealership operations need to keep pace. As electric vehicles and hybrids make up a growing share of inventory, F&I strategies must reflect how modern vehicles are built, driven, and repaired, not assumptions rooted in older technology.

While electrified vehicles often reduce routine mechanical maintenance, they introduce new ownership risks. Advanced windshields with embedded driver-assistance technology, larger wheels with low-profile tires, smart keys, electronic systems, and accessory batteries are more vulnerable to real-world driving conditions. Combined with rising labor and parts costs, even minor incidents can result in repairs that are more complex and more expensive than many customers expect.

Across Lithia & Driveway dealerships, teams are seeing that alignment matters. F&I departments that stay closely connected to their highest-volume models and understand how customers actually use their vehicles are better positioned to recommend coverage that feels relevant and easy to understand.

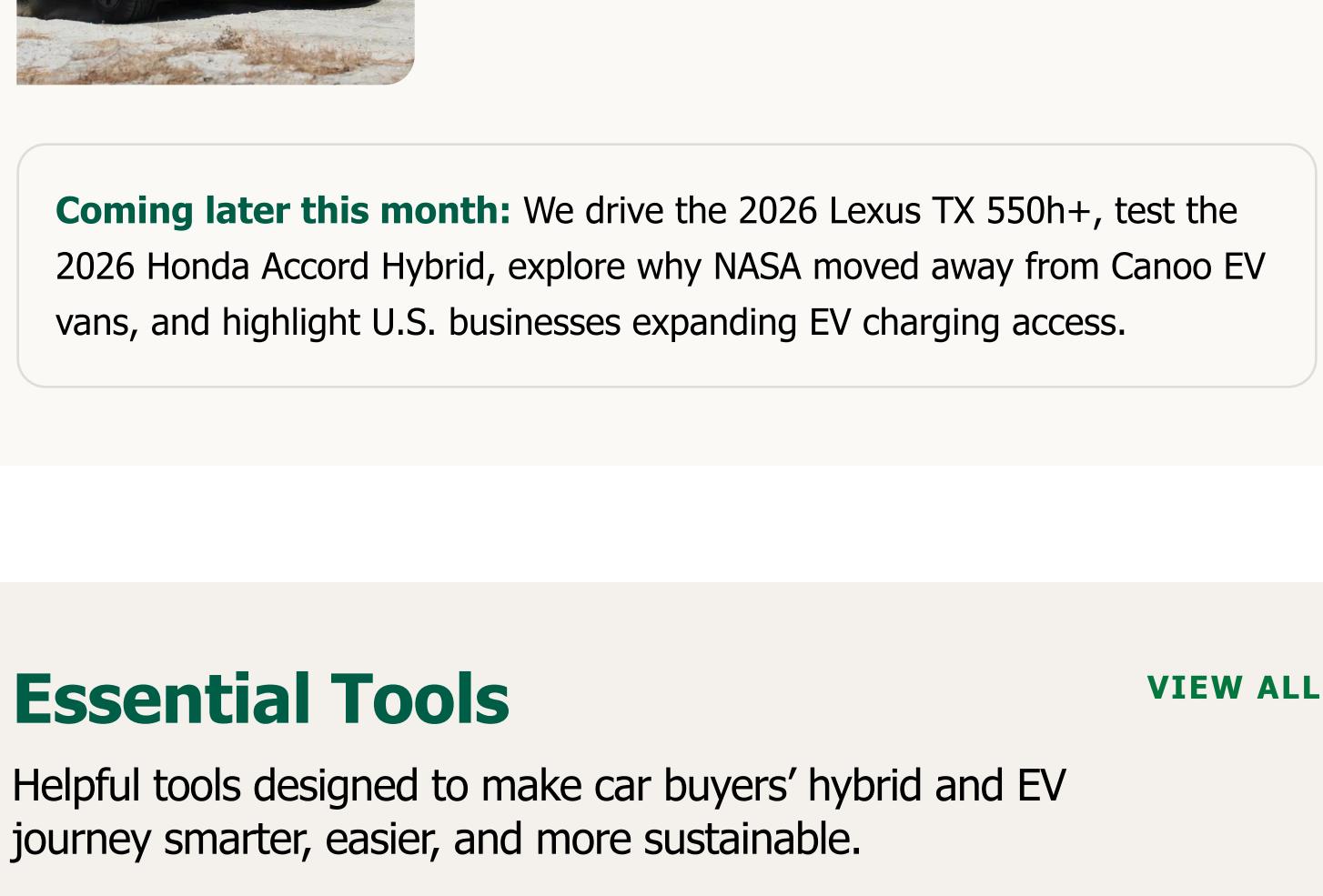
When protection products align with modern vehicle technology and real-world ownership conditions, customers gain confidence in their purchase and dealerships see more consistent results.

Explore GreenCars vehicle reviews to better understand the technology shaping today's vehicles.

[View Vehicle Reviews](#)

WHITEPAPER

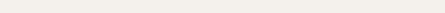
What EV Adoption Really Looks Like Across U.S. Cities



Electric vehicles are entering a new phase, driven less by early adopters and more by everyday drivers focused on cost, convenience, and real-world usability. Based on survey responses from more than 6,000 Electrify Expo attendees in eight major U.S. cities, GreenCars' electrification whitepaper reveals what is motivating drivers today, what concerns persist, and how location shapes the EV experience.

[Read More →](#)

FEATURED STORIES



Next-Generation Hybrids

Hybrid vehicles have been available for more than 20 years, offering efficient transportation with proven reliability. A new generation of hybrids is now arriving at dealerships, delivering better fuel economy, improved performance, and broader appeal as a practical bridge toward electrification.

[Learn More →](#)



A Milestone Worth Noting: 80 Years of Keeping Drivers Moving

In 2026, Lithia & Driveway marks 80 years of helping people find vehicles that fit their lives. As part of the

Lithia & Driveway family, GreenCars supports that mission by helping drivers and teams navigate the

transition toward fuel-efficient, hybrid, and electric vehicles through clear, trusted education.

[Learn More →](#)

[VIEW ALL](#)

GreenCars Buyer's Guide

Compare every EV and hybrid by price, range, and key features.

[Explore the Guide →](#)

EV Matchmaker

Find the electric or hybrid vehicle that best fits your lifestyle and driving needs.

[Try the Matchmaker →](#)

EV Lease Deals

Browse limited-time offers on electric and hybrid models.

[EV Lease Deals →](#)

Personalized EV Incentives

Find rebates and incentives by state and zip code.

[Check Your Incentives →](#)

Coming later this month: We drive the 2026 Lexus TX 550h+, test the 2026 Honda Accord Hybrid, explore why NASA moved away from Canoo EV vans, and highlight U.S. businesses expanding EV charging access.

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