



THE POWER TO EARN MORE

RECEIVE GM *earn*POWER POINTS ON ALL ELIGIBLE ACCESSORIES SOLD WITHIN THE 2022 BUSINESS CHOICE PROGRAM

Official Program Period for 2021–2022MY Vehicle Sales:
January 4, 2022–January 3, 2023

2021–2022 SPIFF POINT SCALE (BASED ON TOTAL PARTS MSRP)

Sales Consultants and Sales Managers take advantage of GM *earn*POWER points for each qualifying GMC Accessories claim submitted within the 2022 BUSINESS CHOICE program.

2021–2022 SIERRA 1500/CANYON/ SAVANA (PASSENGER)

Total Parts MSRP	Sales Consultant	Sales Manager
\$850–\$1,099	25	10
\$1,100–\$1,499	50	25
\$1,500–\$1,999	125	75
\$2,000 & Up	175	100

2021–2022 SIERRA 2500 HEAVY DUTY/3500 HEAVY DUTY/ SAVANA (CARGO)

Total Parts MSRP	Sales Consultant	Sales Manager
\$1,350–\$1,599	25	10
\$1,600–\$1,999	50	25
\$2,000–\$2,499	125	75
\$2,500 & Up	175	100

1 For 2021–2022 Canyon, 2021–2022 Sierra 1500, 2021–2022 Sierra 2500 Heavy Duty/3500 Heavy Duty and 2021–2022 Savana Passenger Van: Cash Allowance applies to eligible GMC commercial accessories only. Cash Allowance requires purchase of eligible accessories from a GMC Dealer in an amount equal to or greater than the amount of the Cash Allowance. Not valid with certain other offers. See your GMC Dealer for complete Program requirements. Program is valid January 4, 2022–January 3, 2023. Take delivery by January 3, 2023.

2 Most GMC Parts and Accessories sold and installed on a GMC vehicle by a GMC Dealer or a GMC-approved Accessory Distributor/Installer (ADI) before delivery to the customer are covered under the applicable limited warranty. If GMC Accessories are installed after vehicle delivery, or are replaced under the New Vehicle Limited Warranty, they will be covered, parts and labor, for the longer of the following: a) 12 months/12,000 miles (whichever comes first), or b) the balance of the applicable portion of the New Vehicle Limited Warranty. GMC Parts sold over the counter, or those not requiring installation, will continue to receive the standard GMC Dealer Parts Warranty of 12 months from the date of purchase, parts only, regardless of miles. GMC warranties do not apply to Associated Accessories. See your dealer for details. Vehicles shown with accessories from an independent supplier which are not warranted by GM or its dealers. GM is not responsible for the safety or quality of independent accessories. Any warranty is provided by the accessory manufacturer.

3 For 2021–2022 Savana Cargo Van, (i) Cash Allowance may be applied to eligible GMC commercial accessories, a combination of eligible GMC commercial accessories and eligible commercial upfitter additions including labor and installation associated with upfitter additions only, and (ii) Customers must spend at least \$500 to be eligible for Cash Allowance. Not valid with certain other offers. See your GMC Dealer for complete Program requirements. Program is valid January 4, 2022–January 3, 2023. Take delivery by January 3, 2023.

Pictured gear and supplies not included.

2021–2022 TRUCKS	
Sierra 1500 and Canyon	\$400 Cash Allowance on eligible GMC Accessories ^{1,2}
Sierra 2500 Heavy Duty and Sierra 3500 Heavy Duty	\$1,000 Cash Allowance on eligible GMC Accessories ^{1,2}

2021–2022 VANS	
Savana (Passenger)	\$400 Cash Allowance on eligible GMC Accessories ^{1,2}
Savana (Cargo)	UPTO \$1,200 Cash Allowance on eligible GMC Accessories ^{2,3} Requires a minimum spend of \$500
	OR
	UPTO \$1,200 Cash Allowance on a combination of eligible GMC Accessories and Upfitter Accessories ^{2,3} Requires a minimum spend of \$500

BUSINESS CHOICE OFFERS
FLEXIBLE SOLUTIONS FOR YOUR BUSINESS

GMC ACCESSORIES

2022 BUSINESS CHOICE PROGRAM OVERVIEW

Sales Consultants and Sales Managers will earn GM **earn**POWER points (GM funded) for each qualifying claim submitted for GMC Accessories within the 2022 BUSINESS CHOICE program. Payout amounts will be based on the total parts MSRP of 2021–2022 Sierra 1500, 2021–2022 Sierra 2500 Heavy Duty/3500 Heavy Duty, 2021–2022 Canyon and 2021–2022 Savana Accessories sold (see Program Rules).

CLAIM PROCESS

Submit the claim to GM via the GM BUSINESS CHOICE portal located in GM GlobalConnect. The web-based process will provide step-by-step instructions for inputting the claim. The website offers the ability to quickly update customer information and provides real-time claim status and instant data validation. All claims must be submitted via the website.

Salespersons and Sales Managers will earn GM **earn**POWER points (GM funded) for each qualifying claim submitted under the GM Accessories BUSINESS CHOICE program. Payout amounts will be based on the total MSRP of the BUSINESS CHOICE claim, excluding dealer customer pay rate charge for installation.

Once a claim has been received and verified and points are available, an email will be sent with a link to GM **earn**POWER for acceptance of points (1 point = \$1 U.S.). With **earn**POWER Rewards, you will be able

to transfer your points to a GM Mark of Excellence Visa® Prepaid Card¹ or transfer funds to a personal bank account via ACH. Applicable fees and terms and conditions can be found in the Cardholder Agreement and at gmearnpower.com.

GM **earn**POWER points are deposited on a monthly basis; it is important that your GM **earn**POWER profile, including an accurate email address, is kept up to date. You must also have your SSN registered with your GMIN within GlobalConnect in order to receive **earn**POWER payments.

DOCUMENTATION

Dealerships are required to verify business owner eligibility and retain a photocopy of at least one of the following acceptable proof of eligibility in the deal jacket. Documents must be active or dated within the last 12 months:

- GM Fleet Account Number (FAN)
- Sales Tax License
- State Business License or State/Federal Business Tax ID Certificate
- Municipalities (in lieu of bid assistance, vehicle must be in the name of the municipality)

- Prior-Year Schedule C (Form 1040) or Schedule F (Form 1040 – Farmers Only)
- Crop or Livestock Insurance
- Federal Land Use Restriction and/or Land Grant Subsidiary Documentation
- Commercial General Liability Insurance Policy/ Public Liability Insurance Policy and/or Workmen's Compensation Insurance Policy
- State or Federal Authorized Business Website
- Prior-Year Business Tax Forms
- Timber Registration Number
- Tax Form 1120-S
- Tax Form 1065
- Farmer's General Liability Insurance
- Articles of Incorporation
- Pocket List of Railroad Officials Guide
- Agricultural ID

In addition to proof of business owner eligibility outlined above, you will need the following for the deal jacket to document your BUSINESS CHOICE claim:

- Buyer's Form showing incentive deducted from the price of the vehicle

- Incentive Acknowledgement Form
- Repair Order or Upfitter Invoice
- Downloaded Customer Claim Form from Portal with Signatures

GM **earn**POWER LOG-ON INSTRUCTIONS

The best way to log in to GM **earn**POWER is through GlobalConnect. By logging in through GlobalConnect, you do not need to remember your **earn**POWER login information.

- Log in to GlobalConnect

- Go to Business Administration Applications, then Sales & Incentives and click on the link for GM **earn**POWER

If you do not see the GM **earn**POWER link in GlobalConnect, ask your dealership's Partner Security Coordinator to add the link.

You can also log in at gmearnpower.com. Your username is your GMIN (example — GMIN:123456789, with no spaces before or after the colon) and your first-time password is your last name.

PROGRAM RULES

PROGRAM PERIOD

- For 2021–2022MY vehicle sales: January 4, 2022–January 3, 2023

ELIGIBLE DEALERSHIPS

General Motors dealerships that have a GMC Dealer Sales and Service Agreement to sell GMC vehicles.

NEW DEALERSHIPS (New Points)

New dealership points with effective dates on or after a delivery date of January 3, 2023, will not be eligible to participate in this program.

ELIGIBLE DELIVERIES

Vehicles eligible for GM **earn**POWER points under this program must be reported as delivered under the 2022 BUSINESS CHOICE program and with eligible GMC Accessories as follows:

- Eligible 2021–2022MY vehicles must be delivered between January 4, 2022, and January 3, 2023
- Vehicle deliveries must meet BUSINESS CHOICE program eligibility requirements
- Dealers have until July 3, 2023, to submit all claims with a delivery date no later than January 2, 2023

DEALER CHANGE

Any financial arrangements between incoming/ outgoing dealers related to this program will be a matter for adjustment solely between the incoming/ outgoing dealers, and General Motors shall assume no responsibility with respect thereto. General Motors will reward eligible dealerships in place at

the time the award is made under the program as detailed in the rules. Dealerships must be active at the conclusion of the program to be eligible for rewards.

REALIGNING/ADDING/ DELETING DIVISIONS

Dealerships that enter into or terminate a General Motors Dealer Sales and Service Agreement to sell motor vehicles for any eligible General Motors division during the program period are not eligible to participate in the program. Dealerships that experience a realignment of eligible divisions, add any eligible divisions or delete any eligible divisions during the program period will not be eligible. Eligible dealerships may request an exception in these situations. General Motors shall determine, in its sole business discretion, whether any exception will be granted and what sales objective would apply. The Dealer Operator and an authorized General Motors representative must both consent to the exception in writing.

REDEMPTION

Registered Sales Consultants and Sales Managers will earn GM **earn**POWER points (GM funded) for each qualifying claim submitted under GMC Accessories BUSINESS CHOICE. Payout amounts will be based on the total parts MSRP of the BUSINESS CHOICE Accessories option and include additional accessories purchased by the customer. Points will not be issued and are not valid on products being replaced under warranty.

2022 SPIFF POINT SCALE

(Based on Total Parts MSRP)

2021–2022 Sierra 1500/Canyon/ Savana Passenger	Sales Consultant	Sales Manager
\$850–\$1,099	25	10
\$1,100–\$1,499	50	25
\$1,500–\$1,999	125	75
\$2,000 & Up	175	100

2021–2022 Sierra 2500 Heavy Duty/ 3500 Heavy Duty/ Savana Cargo	Sales Consultant	Sales Manager
\$1,350–\$1,599	25	10
\$1,600–\$1,999	50	25
\$2,000–\$2,499	125	75
\$2,500 & Up	175	100

APPEALS PROCESS

It is the sole responsibility of the participant to review the monthly reports at gmprograminfo.com for accuracy and completeness. All appeals must be put in writing and faxed to Fleet Action Center at (248) 267-3674 within 30 days of the disputed report date. Participants must retain a copy of all appeals correspondence and of all fax confirmation sheets. GMC shall have the final decision in its sole discretion on all appeals from dealers.

AUDITING

General Motors reserves the right to audit all dealer records supporting any vehicle delivery and to disqualify participants in the event of any irregularity. Sufficient dealership records must be kept to evidence the sale or lease of all vehicle deliveries. General Motors reserves the right to debit the dealer's Open Account for any rewards improperly credited to the dealer or its personnel. General Motors will audit all retail deliveries of eligible units as reported by the dealership via CDR.

INTERPRETATION OF RULES

General Motors reserves the right in its sole business discretion to cancel, suspend, amend or revoke this activity, in whole or in part, if General Motors determines that such action is necessary for any reason including, but not limited to, the occurrence of circumstances beyond its control.

TAX PROVISIONS

Liability for federal, state or other taxes imposed upon a reward is the sole responsibility of the reward winner, not General Motors. Program Headquarters will report all rewards to the appropriate taxing authorities if appropriate. If applicable, a Form 1099 from General Motors will be issued to the reward winner's Social Security number at the end of the calendar year reflecting all rewards and gifts earned during that tax year.

ADDRESS UPDATES

It is the sole responsibility of the reward winner to update their mailing address. Program Headquarters will not be responsible for rewards that are shipped to an incorrect address. To update your address, go to gmearnpower.com and click on "Edit Profile."

DEALERSHIP TERMINATIONS

If a dealership terminates or goes out of business prior to the end of the program period, neither the dealership nor any of its personnel will be entitled to any awards under this program.

AWARD ELIGIBILITY

Points are not transferable. The individual earning the points must be employed at the dealership at the time of distribution or points are subject to forfeiture.

Void where prohibited by law. To view all program details and official Program Rules, log on to gmearnpower.com.

1 Visa Prepaid Card is issued by MetaBank™, Member FDIC, pursuant to a license from Visa U.S.A. Inc. Cards are issued in connection with a loyalty, award or promotion program. Card can be used at any merchants that accept Visa debit cards. Card valid for up to 24 months, funds do not expire and may be available after card expiration date. Monthly card account management and post-expiration reissuance fees may apply. Subject to applicable law. Card is not transferable and cannot be issued to minors. Country restrictions apply and are subject to change. Card terms, conditions, and limitations apply; see MyPrepaidCenter.com/site/visa-univ-atm for details.