

ACCESSORIES REWARDS PROGRAM



From January 3, 2018 – April 3, 2018, sell eligible Premium All-Weather Floor Liners, Tonneau Covers, Bed Rugs, Bed Mats and Tool Boxes, and earn SPIN rewards ranging from \$10–\$50 in earnPOWER points per VIN.

NEW! ADDITIONAL ELIGIBLE ACCESSORIES:

Silverado Illuminated Bowties	84129741, 84129740
Silverado/Sierra Rocker Guard	84114518
Equinox Assist Step	84245197
Terrain Assist Step	84279671
Universal Tablet Holder (various models)	84142765, 84312349, 19331588, 23221725, 84141323, 84385230

Visit gmearnpower.com to process SPINs through May 1, 2018. See rules for full details on processing SPINs. All dealership employees are eligible and will see earnings reflected in their earnPOWER account within 48 hours of a successfully completed SPIN.



ACCESSORIES REWARDS PROGRAM RULES

PROGRAM PERIOD

January 3, 2018 – April 3, 2018

ENROLLMENT FEE

None

ELIGIBLE DEALERSHIP EMPLOYEES

- All Chevrolet, Buick, GMC and Cadillac dealership employees with a valid GMIN and employed as of January 2, 2018
- Participation is voluntary

HOW IT WORKS

- Dealer will be automatically enrolled upon submitting for first SPIN via the GM **eamPOWER** website: gmearnpower.com
- Eligible dealership employees will earn one SPIN for every VIN with an eligible accessory sold over the counter during the Program Period
- Each earned SPIN will have the opportunity to win up to \$50 in GM **eamPOWER** points. Payout amounts are \$10, \$20, \$30, \$40 or \$50
- The gmearnpower.com website will be available to process SPINs through May 1, 2018
- SPIN Requirements:**
 - Participant must enter the eligible over-the-counter Accessory sale into the GM IOP system
 - Participant must enter the corresponding valid VIN into the gmearnpower.com website
 - VIN entered with IOP submission must match VIN entered via gmearnpower.com website
 - SPINs will be awarded on gmearnpower.com after required information is confirmed
- Award Payment**
 - Dealership employees will see earnings reflected in their GM **eamPOWER** account within 48 hours of a successfully completed SPIN

ELIGIBLE ACCESSORY SALES

- All Floor Liners, Tool Boxes, Bed Covers (Tonneau Covers), Bed Rugs and Bed Mats. LPOs are not eligible
- New Floor Liners released during Program Period are eligible
- Additional eligible accessories:

ACCESSORY	PART NUMBERS
Silverado Illuminated Bowties	84129741, 84129740
Silverado/Sierra Rocker Guard	84114518
Equinox Assist Step	84245197
Terrain Assist Step	84279671
Universal Tablet Holder	84142765, 84312349, 19331588, 23221725, 84141323, 84385230

ELIGIBLE DELIVERIES

- Only over-the-counter Accessory sales qualify
- LPOs are NOT eligible

SALES, SERVICE AND PARTS MANAGERS ELIGIBILITY AND AWARDS

- Sales, Service and Parts Managers will earn GM **eamPOWER** points in the amount of 20% of the total awards earned during the override period (i.e., a 20% override). For example:
 - If the total SPIN earnings at the dealership were \$1,000 in GM **eamPOWER** points, then the Manager(s) would earn \$200 in GM **eamPOWER** override points

- Overrides will be allocated to the Manager(s) associated with the Participant earning the SPIN. For example:
 - Sales Consultant claims will apply to the Sales Managers override; Service Consultant claims will apply to the Service Managers override, and Parts Consultant claims will apply to the Parts Managers override
 - If there is more than one Manager per department, the override will be shared equally among department managers. For example:
 - Sales Consultant SPIN earnings totaled \$1,000 in GM **eamPOWER** points and the dealership has two Sales Managers. Sales override is calculated to be \$200 and each Sales Manager receives \$100 (i.e., \$200/2)
 - Overrides will be issued as GM **eamPOWER** points directly into Manager GM **eamPOWER** accounts (i.e., no SPINs will apply)
 - Overrides will be calculated and issued monthly during the Program Period
 - In the event a Sales, Service, or Parts Manager executes a SPIN based on an ineligible vehicle delivery, the 20% override will be forfeited
 - The Manager's GMIN must be on the OWB delivery record and the Manager must be on the "Maintain Personnel" at gmprograminfo.com to be eligible for awards
- ### TAX PROVISIONS
- Liability for federal, state or other taxes imposed upon a reward is the sole responsibility of the dealer and/or the dealer employee, not GM. Program Headquarters will report all rewards to the appropriate taxing authorities as appropriate

General Motors reserves the right to cancel, amend or revoke this program at any time.