

# GMC ACCESSORIES

## MAXIMIZE *earnPOWER* POINTS WITH COMMERCIAL-GRADE GMC ACCESSORIES



### RECEIVE GM *earnPOWER* POINTS ON ALL SIERRA, CANYON AND SAVANA ACCESSORIES SOLD WITHIN THE 2017 BUSINESS CHOICE OFFERS PROGRAM<sup>1,2</sup>:

Official program period:

- For 2015 MY vehicle sales: October 1, 2016–January 3, 2017
- For 2016–2017 MY vehicle sales: October 1, 2016–January 2, 2018

| 2015-17 TRUCKS                                            |                                                             | 2015-17 VANS                                              |                                                                                                                                 |
|-----------------------------------------------------------|-------------------------------------------------------------|-----------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------|
| 1500 Sierra<br>Canyon                                     | 2500 Sierra<br>3500 Sierra                                  | Savana<br>(Passenger)                                     | Savana<br>(Cargo)                                                                                                               |
| \$400<br>GMC Accessories<br>Cash Allowance <sup>1,2</sup> | \$1,000<br>GMC Accessories<br>Cash Allowance <sup>1,2</sup> | \$400<br>GMC Accessories<br>Cash Allowance <sup>1,2</sup> | GMC match up to \$1,200<br>GMC Accessories<br>Cash Allowance <sup>1,2,3</sup><br>Requires a minimum spend of \$500 <sup>3</sup> |

### 2017 INCENTIVE POINT SCALE (BASED ON TOTAL PARTS MSRP)

Sales Consultants and Sales Managers take advantage of GM *earnPOWER* points for each qualifying GMC Accessories claim submitted within the 2017 BUSINESS CHOICE OFFERS program.

#### 1500 SIERRA/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           |

#### 2500/3500 SIERRA/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           |

<sup>1</sup> GMC Accessories Cash Allowance applies to eligible commercial accessories only. BUSINESS CHOICE OFFERS program terms exclude exterior/interior appearance accessories and certain entertainment accessories. Visit [gmfleet.com](http://gmfleet.com) for the list of eligible GMC Accessories Categories. Not valid with some other offers. See dealer for details. For 2015 model year vehicles, take delivery by 1/3/2017. For 2016-17 model year vehicles, take delivery by 1/2/2018. Amounts include parts only. Labor and installation charges not included. The 2017 BUSINESS CHOICE OFFERS program is valid from October 1, 2016, through January 2, 2018, for 2016-17 model year vehicles (January 3, 2017, for 2015 model year vehicles). You must purchase or lease your vehicle during the program period and be prepared to provide proof of your business. To qualify, vehicle must be used in the day-to-day operation of the business and not solely for personal/non-business-related transportation purposes. This program may not be compatible with other offers or incentive programs. Consult with your GMC Dealer for program compatibility and other restrictions. For complete program requirements, including information regarding offers, vehicles, equipment, options, warranties and ordering information, consult your GMC Dealer or visit [gmfleet.com](http://gmfleet.com).

<sup>2</sup> 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 portion (Bumper-to-

Bumper, Powertrain, etc.) of the New Vehicle 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. Does not apply to Associated Accessories. See your dealer for details. Some vehicles are shown with equipment from an independent supplier. GM Licensed and Integrated Business Partner Associated Accessories are covered under the accessory-specific manufacturer's warranty and are not warranted by GM or its dealers. GM is not responsible for the safety or quality of independent supplier alterations.

<sup>3</sup> Customers will need to spend at least \$500, up to a maximum of \$1,200, in order to be eligible for this allowance. Not valid with all offers. See dealer for details. For 2015 model year vehicles, take delivery by 1/3/2017. For 2016-17 model year vehicles, take delivery by 1/2/2018.

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# HOW THE PROGRAM WORKS

Sales Consultants and Sales Managers will earn GM *earnPOWER* points (GM funded) for each qualifying claim submitted for GMC Accessories within the 2017 BUSINESS CHOICE OFFERS program. Payout amounts will be based on the total parts MSRP of Sierra, Canyon and Savana Accessories sold (see Program Rules).

## REGISTRATION PROCESS

Eligible dealership Sales Consultants and Commercial Sales Managers must register for the promotion through gmfleet.com. All Sales Consultants and Commercial Sales Managers must register the first time they submit a claim using their GMIN.

Eligible GMC Accessories BUSINESS CHOICE OFFERS claims must be submitted on or before January 2, 2018, to qualify and must include the Sales Consultant GMIN in order to receive an incentive payout.

Once a claim has been received and verified and points are available, an email will be sent with a link to GM *earnPOWER* for acceptance of points (1 point = \$1 U.S.). With *earnPOWER* Rewards, you will be able to transfer your points to a GM Mark of Excellence Visa® Prepaid Card\* 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 *earnPOWER* points are deposited on a monthly basis; it is important that your GM *earnPOWER* 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 *earnPOWER* payments.

## DOCUMENTATION

A copy of the accessories option P.O. or invoice from the dealer or ADI must be maintained in the deal jacket. Dealers must also enter all dealer-installed GMC Accessories (excluding Associated Accessories) in the online warranty system.

## GM *earnPOWER* LOG-ON INSTRUCTIONS

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

- Log in to GlobalConnect
- Go to Business Administration Applications, then Sales & Incentives and click on the link for GM *earnPOWER*

If you do not see the GM *earnPOWER* 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.

## DEALER OPT-OUT

If a dealer does not wish to participate in the GMC Accessories Sales Consultant/Sales Manager BUSINESS CHOICE OFFERS incentive program, the dealer may decline by faxing or mailing a letter of declination signed by the Dealer Operator or Executive Manager on dealership letterhead. Letter must also include printed name and your dealership's BAC. Declination letters must be sent to:

Fleet Action Center  
BUSINESS CHOICE OFFERS Sales Consultant/  
Sales Manager Incentive Program  
GM Fleet and Commercial Operations  
7000 Chicago Road  
Warren, MI 48090

Or fax to (248) 267-3674

# PROGRAM RULES

## PROGRAM PERIOD

- For 2015 MY vehicle sales: October 1, 2016–January 3, 2017
- For 2016-2017 MY vehicle sales: October 1, 2016–January 2, 2018

## 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 October 1, 2016, will not be eligible to participate in this program.

## ELIGIBLE DELIVERIES

Vehicles eligible for GM *earnPOWER* points under this program must be reported as delivered under the 2017 BUSINESS CHOICE OFFERS program and with eligible GMC Accessories as follows:

- Eligible 2015 Model Year vehicles must be delivered between October 1, 2016, and January 3, 2017
- Eligible 2016–2017 Model Year vehicles must be delivered between October 1, 2016, and January 2, 2018
- Vehicle deliveries must meet BUSINESS CHOICE OFFERS program eligibility requirements

## 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 *earnPOWER* points (GM funded) for each qualifying claim submitted under GMC Accessories BUSINESS CHOICE OFFERS. Payout amounts will be based on the total parts MSRP of the BUSINESS CHOICE OFFERS 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.

## 2017 INCENTIVE POINT SCALE (BASED ON TOTAL PARTS MSRP)

| 1500 Trucks/Canyon Vans-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           |

| 2500/3500 Trucks Vans-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.

\*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 re-issuance 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.