

# C&I Programs for Retail Ordered Vehicles



Program	Incentive Protection	Price Protection	Model Year Transition
Eligibility	<ul style="list-style-type: none"> <li>Incentive Protection protects incentives available at the time of order / cust. reg. for pipeline or delivery hold units.</li> <li>The incentives are automatically protected to the programs at the time of locking deal.</li> <li>Lease and Retail Customers - choose between date of locked incentives or date at the time of sale in SV.</li> <li>Protected Incentives: All public and private lease and retail</li> </ul>	<ul style="list-style-type: none"> <li>Price Protection protects vehicle price if there is pricing action taken <u>WITHIN</u> the model year.</li> <li>Paid automatically 30-45 days after the dealer reports sale.</li> <li>Lease and Retail Customers - Original order price is protected at time of order (unless there are changes to body code / PEP package)</li> <li>Customer info at sale must match customer info at order</li> </ul>	<ul style="list-style-type: none"> <li>Private Offers for those who had a COVP verified order that went unscheduled / cancelled within current MY.</li> <li>These offers do not protect price but rather assist in transitioning customers to the new model year. Offers will vary based on product refresh cycle.</li> <li>Lease and Retail Customers - Order must be COVP verified</li> <li>All MY Transition offers are unique to the individual nameplate. Offers based on price changes, do NOT take into effect incentive changes</li> </ul>
Payment	<ul style="list-style-type: none"> <li>There is no need for adjusted payment paid out after sale</li> </ul>	<ul style="list-style-type: none"> <li>Dealer will receive an adj. invoice in VISIONS, and difference is paid on the Dealer Statement.</li> </ul>	<ul style="list-style-type: none"> <li>The offers are loaded in Smart Vincent and dealers can find them via the certificate inquiry screen.</li> <li>MY Transition Private Offer is paid via Smart Vincent.</li> </ul>

Price Is NOT Protected Between Model Years.