



## Shareholder Relations

Dear Shareholder:

As a special thank-you to our shareholders, we're pleased to offer qualifying shareholders the opportunity to participate in our "Friends & Neighbors" Special Vehicle Pricing Privilege (also known as our "X-Plan"). This program is designed to put qualifying shareholders behind the wheel of a new Ford Motor Company vehicle at a pre-determined price.

Currently, Ford and Lincoln products are available under the program. From time to time, selected models in short supply may be excluded from the program. Your local dealer can advise you of any availability restrictions.

If you'd like to participate, it's simple:

1. Fill in the form included with this letter.
2. **Send the completed form along with proof of Ford Stock ownership** (documentation must show you are a current Ford Motor Company shareholder who has held a minimum of one hundred (100) shares of Ford Motor Company stock (Ticker: F) for at least the past 6 months) to:

Shareholder Relations Vehicle Program  
PO Box 1270  
Melbourne, FL 32901  
Fax #: 866-440-5495  
Email: axzfaxes@ford.com

3. We will process your request and send you an X-Plan Personal Identification Number (PIN). Only one X-Plan PIN will be issued every 12 months to each qualifying shareholder.
4. Visit any participating Ford or Lincoln dealer who will confirm your eligibility using your Social Security Number and PIN.
5. Select an eligible vehicle.
6. Confirm the vehicle costs – "Friends and Neighbors" (X-Plan) pricing is shown on our vehicle invoice to the dealer. (Ask the dealer for a copy of the invoice.)
7. Complete the purchase or lease agreement.
8. Arrange for delivery.

Ford Motor Company reserves the right to modify this program, remove or change eligibility, or cancel the program at any time without notice.



## FRIENDS & NEIGHBORS SPECIAL VEHICLE PRICING PRIVILEGE APPLICATION

Please supply the following information. All information should be for the **shareholder** in whose name the vehicle will be registered. Corporations, partnerships, etc., are not eligible. **Please type or print your information clearly.**

**Social Security Number**

(Last 4 Digits ONLY)

**Name (First):**

**M.I.**

**Last**

XXX - XX -			
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**Customer Address (Number/Street)**

**City**  **State/Province**  **Zip/Postal Code**

**Daytime Phone**  **E-mail Address**   
(Area Code/Phone)

**Vehicle I currently own**

(Brand, Model and Year)

**Are you replacing this vehicle?**  Yes  No

**Vehicle I am interested in**

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