



Rewards Levels

Dealer locations achieve Rewards Levels based on the number of contracts they sell during each quarter. Once a Rewards Level is reached, the location will stay at that level until a higher level is achieved. The higher the Rewards Level, the more opportunities the location has to win a quarterly trip and have the chance to qualify for the President's Trip! The location Sales Reps earn Rewards Points based on warranty dollar sales that can be redeemed for merchandise, events, travel, etc.



Requirements
Contracts Sold: 12 Within a Consecutive 90 Day Period

Claims Frequency
Partner Location must stay under a Claims Frequency percentage that is based on repair claims made within the first 90 days of each contract sold:

- for contracts with *Aftertreatment*: <35% claims in first 90 days
- for contracts without *Aftertreatment*: <10% in first 90 days

Sales Rep Rewards
Sales Rep earns 3/4 point for every \$1 wholesale warranty cost



Requirements
Contracts Sold: 16 Within a Consecutive 90 Day Period

Claims Frequency
Partner Location must stay under a Claims Frequency percentage that is based on repair claims made within the first 90 days of each contract sold:

- for contracts with *Aftertreatment*: <35% claims in first 90 days
- for contracts without *Aftertreatment*: <10% in first 90 days

Sales Rep Rewards
Sales Rep earns 1 point for every \$1 wholesale warranty cost



Requirements
Contracts Sold: 20 Within a Consecutive 90 Day Period

Claims Frequency
Partner Location must stay under a Claims Frequency percentage that is based on repair claims made within the first 90 days of each contract sold:

- for contracts with *Aftertreatment*: <35% claims in first 90 days
- for contracts without *Aftertreatment*: <10% in first 90 days

Sales Rep Rewards
Sales Rep earns 1 1/4 points for every \$1 wholesale warranty cost



Requirements
Contracts Sold: 24 Within a Consecutive 90 Day Period

Claims Frequency
Partner Location must stay under a Claims Frequency percentage that is based on repair claims made within the first 90 days of each contract sold:

- for contracts with *Aftertreatment*: <35% claims in first 90 days
- for contracts without *Aftertreatment*: <10% in first 90 days

Sales Rep Rewards
Sales Rep earns 1 1/2 points for every \$1 wholesale warranty cost