



# Rewards Levels

- Selling Partner Locations achieve Rewards Levels based on the number of contracts they sell each quarter during a calendar year.
- Once a Rewards Level is reached, the Selling Location will automatically earn points associated with that level.
- The Selling Location will stay at their Rewards Level as long as they meet that level's minimum sales requirement.
- If the Selling Location misses the minimum sales for their current level for two consecutive quarters, the Selling Location will move down to the Rewards Level they qualify for based on their most recent quarter's sales.
- If the Selling Location does not meet the minimum quarterly sales of 12 contracts (Bronze Level), they will lose both Selling Location and Rewards Points benefits until they re-qualify with the minimum Bronze Rewards Level.
- The higher the Rewards Level, the more chances the Selling Location has to win a Quarterly Event and the chance to qualify for the President's Trip.
- The Location Sales Reps earn greater Rewards Points based on their warranty dollar sales as the Selling Location achieves higher Rewards Levels.



### Requirements

**Contracts Sold: 12 Within a Consecutive Quarter**

### Claims Frequency

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

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

### Sales Rep Rewards

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



### Requirements

**Contracts Sold: 16 Within a Consecutive Quarter**

### Claims Frequency

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

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

### Partner Rewards

Each Partner Location will receive one (1) ticket entry in a quarterly drawing for the chance to win an all-expenses paid trip to a special event, like a city excursion, concert, fishing trip, sporting event, golf outing, etc. The Quarterly Event will be awarded to three (3) Partner Locations who meet sales performance goals for each Q3, and for Q4, 2022. The winning Partner Location will designate one company representative for the Quarterly Event.

### Sales Rep Rewards

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



### Requirements

**Contracts Sold: 20 Within a Consecutive Quarter**

### Claims Frequency

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

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

### Partner Rewards

Each Partner Location will receive two (2) ticket entries in a quarterly drawing for the chance to win an all-expenses paid trip to a special event, like a city excursion, concert, fishing trip, sporting event, golf outing, etc. The Quarterly Event will be awarded to three (3) Partner Locations who meet sales performance goals for each Q3, and for Q4, 2022. The winning Partner Location will designate one company representative for the Quarterly Event.

### Sales Rep Rewards

Sales Rep earns 1¼ points for every \$1 wholesale warranty cost.



### Requirements

**Contracts Sold: 24 Within a Consecutive Quarter**

### Claims Frequency

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

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

### Partner Rewards

Each Partner Location will receive three (3) ticket entries in a quarterly drawing for the chance to win an all-expenses paid trip to a special event, like a city excursion, concert, fishing trip, sporting event, golf outing, etc. The Quarterly Event will be awarded to three (3) Partner Locations who meet sales performance goals for each Q3, and for Q4, 2022. The winning Partner Location will designate one company representative for the Quarterly Event.

### Sales Rep Rewards

Sales Rep earns 1½ points for every \$1 wholesale warranty cost.