



## EARN MORE WHEN YOU FUND THROUGH CHRYSLER CAPITAL

New FCA US contracts (lease and retail) funded through Chrysler Capital earn VIP payment when monthly penetration goal is achieved!



### CHRYSLER CAPITAL VIP PROGRAM

As a valued Chrysler Capital dealer, you have the unique opportunity to participate in Chrysler Capital VIP and earn additional money for your dealership. At the beginning of each month, simply obtain your penetration goal from your DRM. The more deals you fund through Chrysler Capital, the greater the payout for your dealership.

#### Non-floorplan Dealers



GOLD

**\$150**

RETRO TO THE FIRST UNIT

#### Floorplan Dealers Only



GOLD

**\$300**

RETRO TO THE FIRST UNIT

Please see official VIP Program Rules for full details and eligibility.

**Program dates:** February 2, 2021 - March 1, 2021

**Eligible fundings:** Contract date within the program period and funded by March 15, 2021

**Your Dealer Relationship Manager will provide you with more information regarding your objectives and tracking.**



# CHRYSLER CAPITAL VIP PROGRAM

# RULES

|                                   |   |
|-----------------------------------|---|
| <b>Program Name</b>               | Chrysler Capital VIP Program  |
| <b>Program Period</b>             | Program period equates to FCA US sales month<br>Program dates are February 2, 2021 - March 1, 2021  |
| <b>Program Type</b>               | Dealer cash reward program  |
| <b>Eligible Dealers</b>           | <p>All FCA US dealers. Please contact your Dealer Relationship Manager for eligibility.</p> <p>Dealers who fail a re-review audit on a dealer management treatment plan are not eligible. Should existing dealer currently participating in VIP move to a stip treatment process after failing a re-review under a dealer management treatment plan, they will be notified and removed from the program. If dealer is cleared from their dealer management treatment plan, eligibility will be restored. A dealer can be cleared and reinstated if they do not exceed the threshold of the three financial metrics (EPD, No Pay and NCL) for three consecutive months.</p> <p>Aforementioned dealers are automatically enrolled in this program upon engagement of business with Chrysler Capital. Chrysler Capital reserves the right to add or terminate any dealer from the program at any time.</p> |
| <b>Eligible Floorplan Dealers</b> | <p>All Chrysler Capital floorplan dealers are eligible.</p> <p>Dealers on a dealer management treatment plan are not eligible. Should existing dealer currently participating in VIP move to a dealer management treatment plan, they will be notified and removed from the program. If dealer is cleared from their dealer management treatment plan, eligibility will be restored. A dealer can be cleared and reinstated if they do not exceed the threshold of the three financial metrics (EPD, No Pay and NCL) for three consecutive months.</p> <p>Aforementioned dealers are automatically enrolled in this program upon engagement of business with Chrysler Capital. Chrysler Capital reserves the right to add or terminate any dealer from the program at any time.</p>   |
| <b>Program Description</b>        | Every dealer will be assigned a penetration percentage objective. Penetration is derived by dividing the number of new contracts funded in a month by the number of new FCA US sales reported for that same month. All contracts funded must correspond with a matching VIN reported as sold in the same program period. The dealership will earn a per-unit payout by achieving or exceeding the penetration goal.   |
| <b>Eligible Fundings</b>          | All new FCA US vehicles contracted (retail and lease) with Chrysler Capital within the program period and funded by March 15, will be eligible for the program.   |
| <b>Payment Method</b>             | The dealership will receive payout within 10 business days after the completion of the eligible funding period. Payment will be made directly to the dealership via ACH. Any disbursements to individual dealership personnel will be at the discretion of the dealer.  |
| <b>Unwinds</b>                    | Any funded contract that falls into an unwind status (non-perfection of lien, misrepresentation of down payment/income, etc.) will be removed from program eligibility for the month in which the contract was originally funded and will result in a chargeback.   |
| <b>Program Tracking</b>           | Ask your Dealer Relationship Manager for VIP reporting.   |