

# EARNHARDT NO BULL

## EMPLOYEE VEHICLE PURCHASE PROGRAM



### NEW VEHICLES

- Employees are eligible for any Manufacturer Purchase Plans that are available at the dealership that employs you.
- Employees may purchase at any Earnhardt Dealership for invoice minus 1/2 of holdback.
- Employees will receive all eligible rebates.
- Employees are eligible for all advertised specials.
- Specialty vehicles are NOT eligible for this policy.
- All new vehicle adds are priced at Cost + 10%
- Manager discretion will apply on all New Vehicle transactions

### USED VEHICLES

- Employees may purchase used vehicles at \$850 over accounting cost at any Earnhardt Dealership.
- If a buy bid has been obtained on a vehicle an employee may purchase that vehicle for \$300 over the buy bid plus any additional service fees.
- Demo Pricing will be determined by Management.
- Some used vehicles may be determined to be specialty vehicles and are NOT eligible for this policy.
- Manager discretion will apply on all Used Vehicle transactions.

### TRADE IN VALUE

- Determination of the condition of the vehicle will be made by the GM of the store, a buy bid, auction, or market value.
- Fair market value will be determined by using the Kelley Blue Book web site and MMR.

### FINANCING

- 1% over rate unless other program rules apply.
- Service Contracts may be purchased at Cost + \$100

### REFERRALS (EXCLUDING IMMEDIATE FAMILY)

- Employee Referrals are eligible for special Auto Rewards Club pricing, see your sales manager for details. (Does not apply to Specialty Vehicles)

Note: Referral bonuses will be paid to employees on all referrals including immediate family members.

### SERVICE SPECIALS

- Maintenance and Repair Work: Vehicle Labor Rate - \$45 FRH; Parts - Cost + 10%
- Accessories: Cost + 10%

EarnhardtEmployeePurchasePlanSeptember2017

This policy is applicable to all Earnhardt employees and their immediate family members. (Mother, Father, Sister, Brother, Daughter, Son, Grandparents, & Grandchildren); Limited production vehicles, select new models, or any new or used vehicle determined to be a specialty vehicle will not be eligible for the Employee Purchase Plan. Manager discretion applies to all transactions under this policy.