

AXZD-Plans Pricing Agreement

Customer Name: _____
(A/Z and D-Plan vehicles cannot be titled/registered in the name of a company or organization)

Address: _____ City: _____ State: _____ Zip: _____

Plan Type: (check one)

A/Z-Plan Friends & Neighbors X-Plan Ford Partner Recognition X-Plan D-Plan

Sponsor Type: (check one)

Ford (or affiliate) Employee Ford (or affiliate) Retiree or Surviving Spouse
 Dealership Employee (D-Plan Only) Ford Partner Recognition Program Employee/Retiree/Member

Relationship to Sponsor*: (check one)

Self Spouse Parent Grandparent Brother/Sister Son/Daughter
 Grandchild Same-Sex Domestic Partner Aunt, Uncle (A/Z-Plan only) Niece/Nephew (A/Z-Plan Only)
 Friend/Neighbor (X-Plan Friends & Neighbors only) Household Member (X-Plan Partner only)

NOTE: Cousins, Friends, Neighbors, and other Household Members Are Not Eligible for A, D or Z-Plan. Aunts, Uncles, Nieces, and Nephews are not eligible for D-Plan.

* Ford Partner Recognition Program participants may only sponsor other people living in their household (proof required: customer must have same address as sponsor on their driver's license). Non-eligible members may appear as co-signers or co-makers of the loan or other financing agreement, and may also appear on the Vehicle Title or Registration. However, the primary user of the vehicle must be the AXZD-Plan eligible member.

Sponsor Name: _____

(For A/Z-Plan and F&N X-Plan - Ford employee/retiree's name; For D-Plan - Dealer employee's name & employee's dealership; For Partner X-Plan - partner employee's name and partner company).

Vehicle Identification Number (VIN): _____

CUSTOMER AGREEMENT AND VERIFICATION OF DELIVERY

By signing this form, the customer acknowledges receipt of the vehicle designated above and indicates that the customer has read or has had the opportunity to read, the Plan rules and agrees that he/she will not violate any Plan provision or solicit any money, price discount, or any item of value in excess of \$50 (dealership cost), from anyone in connection with the purchase or lease of a vehicle under the Plan. The customer must register the vehicle in the US, and retain it in their name for at least 6 months. The vehicle may not be exported out of the US.

This form does not impact the completion of the financing documents that may be used in the course of the sale transaction. Specifically, the form should not be used to determine the cash price in a retail installation contract or the agreed upon value of the vehicle in a lease. The financing documents must be completed in compliance with all applicable laws.

Penalties for violation of Plan provisions may include one or more of the following: termination of Plan privileges, disciplinary action up to and including termination (Ford employee) and/or requirement that the customer or employee reimburse the Company for the amount of any Dealer commission paid by the Company.

Customer Signature: _____ Date: _____

DEALER AGREEMENT

- By signing below, the Dealer agrees to: a) assume Ford's obligation for delivery of the vehicle, b) collect from the purchaser the amount specified in the Plan, c) comply with the terms and conditions of the Plan, and d) complete this form and provide it, along with a copy of the factory invoice to the Purchaser under any Plan and provide a completed lease agreement supplement for all leases.
- Ford agrees to pay the Dealer the commission in effect under the applicable Plan. If a Participant does not accept delivery of the vehicle within five (5) working days of notification by the Dealer that the vehicle is available for delivery to the Participant, unless otherwise agreed to between Dealer and Participant, the Dealer is relieved of all obligations to Participant. The vehicle then becomes the responsibility of the Dealer and no commission will be paid.
- By signing this agreement, the Dealer acknowledges receipt of copies of the Plan and agrees: a) to comply with the terms and conditions contained in the Plan and b) that violation of any Plan provision by the Dealer or anyone acting on behalf of the Dealer may result in Dealer or any employee of the Dealer being: (I) declared ineligible to participate further in the Plans, and (II) charged back any commission paid by Ford on transactions in which violations occurred or a \$200 assessment depending on rule violation, see C&I Audit Matrix for complete details.
- By signing this agreement, the Dealer confirms the amount of the Total Extra Charge Items and that these items have been fully explained to the customer.

Authorized Dealer Signature: _____ Date: _____

(Do not sign if form is not completed)

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(To be completed by Dealer)
PLAN PRICE CALCULATION

1. Amount listed on invoice for line item labeled "A/Z" Plan, "D" Plan or "X" Plan. Copy of Invoice must be given to the customer. \$ _____

2. If vehicle was ordered prior to the announcement of a price increase, it may be eligible for price protection. Is vehicle eligible for price protection? YES NO (circle one)
Dealer may mail check to customer or decrease price. If dealer decreases the price, enter here: (\$ _____)

3. Total (line 1 less line 2, if applicable) \$ _____

4. Dealer-installed equipment, extra charge items and negative equity. Customers may not be charged extra for prep and conditioning. The dealership must also declare any referral fees paid and dealer cost of any gifts given. This form does not impact the completion of the financing documents that may be used in the course of the sale transaction. Specifically, the form does not determine the cash price in a retail installation sale contract or the agreed upon value of the vehicle in a lease.

Item	Price
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

TOTAL DEALER-INSTALLED EQUIPMENT AND OTHER EXTRA CHARGE ITEMS \$ _____

TOTAL SELLING PRICE (LINE 3 PLUS LINE 4) \$ _____

I, the customer, have read and agree to the AXZD Plan Price on the invoice. I understand any additional costs/added items (including negative equity) totaling _____ have been added to the plan price.

Authorized Dealer Signature: _____ Date: _____ (Do not sign if form is not completed)

Customer Signature: _____ Date: _____ (Do not sign if form is not completed)