



**FSB #2013-CGR (Toyota #4)
October 01, 2013**

TO: ALL TOYOTA DEALERS

RE: FY2014 Q3 - TOYOTA COLLEGE GRADUATE \$750 REBATE PROGRAM

Toyota Motor Sales, U.S.A., Inc., and Toyota Financial Services (TFS) will be continuing the Toyota College Graduate Rebate Program for another quarter.

Effective **October 01, 2013 through January 06, 2014**, the following will apply to the College Graduate REBATE Program:

- **Rebate remains at \$750**
- Rebate can be applied toward **either** the Amount Due at Lease Signing or the Capitalized Cost Reduction. (For Retail transactions, it remains unchanged and can be applied toward the down payment.)
- Maximum terms of up to 60 months for Retail and up to 36 months on Lease and Preferred Option (Balloon).

Please see the program guidelines for additional details on this program. New forms will be available to reflect these program changes.

Should you have any questions regarding this program, please contact your TMS Region or TFS Area Sales Manager.

TOYOTA FINANCIAL SERVICES



TOYOTA REWARDS VISA | Driving Customers Back To Your Dealership

The creditor and issuer of the Toyota Rewards Visa is Toyota Financial Savings Bank. Toyota Financial Services is a service mark used by Toyota Financial Savings Bank.

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FY2014 Q3- TOYOTA COLLEGE GRADUATE \$750 REBATE PROGRAM DEALER PROGRAM GUIDELINES

PROGRAM GUIDELINES

Program Period

The Toyota College Graduate \$750 Rebate Program is effective **October 01, 2013 through January 06, 2014.**

Eligible Vehicles

All New untitled Toyota **Camry Gas (excludes Hybrid), Corolla, Matrix, Prius-c, RAV4, Tacoma or Yaris,** including untitled dealer demonstrators with 20,000 miles or less. *Please note that TCUV vehicles are not eligible under this program.*

Eligible Dealers

All participating Toyota dealers are eligible. Please note that the CCC dealers and Toyota dealers in SET states are not eligible.

Customer Eligibility

To qualify for the College Graduate Finance Plan and College Graduate Rebate Program, students must meet the following conditions:

1. Graduate from an accredited four-year college, university, or registered nursing degree program or graduate from an accredited two-year college within the next six months; or be enrolled in an accredited graduate degree program. In all cases, the student will have two years from receipt of their degree to take advantage of the program; or
2. Graduate from the two-year Toyota Technical Network (T-TEN) Program, which is equivalent to a two-year junior college degree (accredited by the NATEF [National Automotive Technicians Education Foundation]); or graduate from any other two-year post secondary automotive program accredited by the NATEF; In all cases, the student will have two years from receipt of their degree to take advantage of the program; or
3. Complete an electrician apprenticeship/certification program through the NJATC (National Joint Apprentice and Training Committee) and the IBEW (International Brotherhood of Electrical Workers). In all cases, the student will have two years from receipt of their certificate to take advantage of the program; and
4. At Contract signing, furnish verifiable proof of present employment or proof of future employment, which will begin within 120 days of credit approval, with a salary sufficient to cover ordinary living expenses and vehicle payments; and
5. **Credit** – All obligations paid within 60 days or less of due date are acceptable AND cannot have charge-offs **totaling more than \$1,000 in the past 24 months.**
6. To receive the College Graduate benefits, the signor or co-signor must meet all of the College Graduate qualifications.

Maximum Terms

The maximum terms for the rebate (in months) for all eligible vehicles under the program are outlined below.

<u>Retail</u>	<u>Lease</u>	<u>Preferred Option (Balloon)*</u>
60	36	36

*Preferred Option (Balloon) available in the following states **only:** AR, IL, LA, MS, OK, & TX

Buy Rate/Rent Charge Factor

Eligible College Graduate contracts for this program receive a **Tier 1 minimum rate/RCF.**

Dealer Participation

Not allowed. (For Special Lease Programs, please refer to the most recent letter for Dealer Participation eligibility.)



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PROGRAM GUIDELINES – CONT'D

Minimum Reserve (Retail)/Flat Fee (Lease)

See Minimum Reserve/Flat Fee schedules on rate letters and subvention announcements for further details.

Program Compatibility

The College Graduate Rebate Program can be compatible with other special/subvented programs when the special/subvented program parameters permit the compatibility (please refer to your special/subvented program announcement for more details).

The College Graduate Rebate Program is also compatible with:

Retail: Encore Feature (*standard* program only), LTV Equity/Super Equity Discount, 90-Day Deferred Payment Program (except in PA), No Minimum Reserve Option, Seasonal Payment Plan (where available) and Business Solutions.

Lease: Encore Feature (*standard* program only), Multiple Security Deposits (excluding NY), 1 Pay Lease Feature, Business Solutions* and Low Mileage Lease

***Note:** Business Solutions Open-End Leases have different parameters limiting the compatibility. Please refer to the Business Solutions guidelines for more details.

Preferred Option (Balloon)*: Encore Feature, Low Mileage & Business Solutions

***Note:** Please refer to the Preferred Option Finance Plan guidelines for more compatibility information.

Note:

- **The College Graduate Rebate Program is NOT compatible with the Military Rebate Program, the iFi Program and the Lease-End Refi Program.**
- **One rebate per transaction/contract.**
- **Rebates are only available on contracts that are actually booked with TFS.**

Contract Disclosure Instructions

Please refer to the Dealer Daily Document Center for disclosure information (CGR Retail Lease Proprietary DISCLOSURES 2013*).

*CGR Retail Lease LAW DISCLOSURES 2013 to be used in states where the "Law" contracts are being utilized.



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DOCUMENTATION REQUIREMENTS FOR REIMBURSEMENT

In order to be reimbursed for this program, Dealers **MUST** do the following:

- Enter "College Grad" comments into Route One (see RouteOne example); AND
- Select "College Grad Finance and Rebate" as a Subjective Program in Route One (see Route One example); AND
- Submit the College Graduate Rebate Form with Standard documentation AND
- Properly disclose the rebate on the Retail/Lease Agreement (For examples, please see Retail/Lease Disclosure Reference Guide for details)

Required Documents

- Standard Retail, Lease and Preferred Option documents are required.
- **College Graduate Rebate Form** must be forwarded to the DSSO in complete and original form with the contract in order for the dealer to qualify for the rebate.
 - The College Graduate Rebate Form will be posted in the Dealer Daily Document Center.
 - Please make copies and ensure that a completed original form is included in the contract package for **every** College Graduate Rebate customer.
 - Rebates are only available on contracts that are actually booked with TFS.

To receive the reimbursement, the College Graduate Rebate Form must be submitted **no later than 90 days from the contract date.** Rebate forms received beyond the 90 day reimbursement period will not be processed.

Dealerships are responsible for completing and forwarding the original copy of the **Toyota Motor Sales College Graduate Rebate Program Form** to the TFS DSSO.

Please note that since it is critical for TFS to receive the Rebate Form, dealers must make certain that the form is submitted no later than 90 days from the contract date, in order to receive the reimbursement. Rebate forms received beyond the 90 day period will not be processed.

Check Disbursement for Dealer Rebate Reimbursement

The month following booking of the contract, each dealer will receive a rebate reimbursement check for contracts booked under the College Graduate Rebate Program. Checks will be disbursed by the local TFS Office on a monthly basis.



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ROUTEONE INSTRUCTIONS

- When completing the Entry Screen of RouteOne, type in the words **“College Grad”** in the Comments section as shown below:

The screenshot shows the 'Individual App' entry screen in RouteOne. The 'Comments' field is circled in red and contains the text 'College Grad'. The form includes sections for Applicant Information, Sale Vehicle, and Contract Information. At the bottom, there are buttons for 'Cancel', 'View Application Summary', 'SAVE & EXIT', 'SAVE & PRINT', and 'SUBMIT (F2)'. A red warning message states: 'Attention: By submitting this application the dealer acknowledges that all required disclosures have been read to all applicants.'

- You must also select **“College Grad Finance & Rebate”** from the drop-down list found under **“Subjective Program”**.

This close-up shows the 'Finance Source Specific Information' section. The 'TFS. Subjective Program' dropdown menu is expanded, listing several options. The option 'College Grad Finance and Rebate' is highlighted in yellow. Other options include 'College Grad Finance Plan', '“RF” Program', 'Lease End Refi', 'OnePay Lease', 'Balloon Refi', and 'Military Rebate'. Below the dropdown, there is a 'TFS. Brokered Deal?' dropdown and a section for 'TFS. Affiliate Information Sharing Election (FCRA)' with radio buttons for 'Opt-in Affiliate Info Sharing' and 'Opt-out Affiliate Info Sharing'.



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TOYOTA MOTOR SALES, U.S.A., INC.
\$750 COLLEGE GRADUATE REBATE PROGRAM

(For New Toyota Camry (gas only), Corolla, Matrix, Prius-c, RAV4, Tacoma, and Yaris Only)
Effective October 01, 2013 through January 06, 2014.

To qualify for the Toyota Motor Sales, U.S.A., Inc. College Graduate Rebate Program, you must:

1. Have proof of graduation from an accredited four-year college, university, registered nurse program, graduate from an accredited two-year college or graduated within the next six-months; or be enrolled in an accredited graduate degree program. In all cases, you will have two years from receipt of their degree to take advantage of the program; or
2. Have proof of graduation from the two-year Toyota Technical Education Network (T-TEN) Program, which is equivalent to a two-year junior college degree (accredited by the NATEF [National Automotive Technicians Education Foundation]); or graduate from any other two-year post-secondary automotive program accredited by the NATEF. In all cases, you will have two years from receipt of your degree to take advantage of the program; or
3. Have proof of completion of an electrician apprenticeship/certification program through the NJATC (National Joint Apprenticeship and Training Committee) and the IBEW (International Brotherhood of Electrical Workers). In all cases, you will have two years from receipt of your certificate to take advantage of the program; and
4. Lease or finance the purchase of a new Toyota vehicle (the "Vehicle"): **The maximum terms eligible for the College Graduate Rebate Program are up to 60 months for Retail contracts and up to 36 months on Leases or Preferred Option contracts (where available);** and
5. Be approved for credit by, and lease or finance the purchase of the Vehicle through, the participating Toyota Dealer identified below and Toyota Financial Services (TFS). All obligations on your credit report must have been paid within 60 days of the due date and your credit report must not show more than \$1,000 in total charge-offs during the last 24 months; and
6. At contract signing furnish verifiable proof of present employment or proof of future employment, which will begin within 120 days of purchase with a salary sufficient to cover ordinary living expenses and Vehicle payments on retail installment sales contract or lease.

To receive the College Graduate benefits, the signor or co-signor must meet all of the College Graduate qualifications.

If the above qualifications are satisfied and your Vehicle retail installment sales contract or lease agreement (your "Obligation") is dated no later than **January 06, 2014**, Toyota Motor Sales, U.S.A., Inc. will pay the amount of **\$750.00** (the "TMS Payment") toward your Obligation. If your Obligation is a retail installment sales contract, the TMS Payment will be treated as and become part of your down payment. If your Obligation is a lease, the TMS Payment will be applied towards the amount due at lease signing or towards the capitalized cost reduction.

You understand that you will be responsible for any applicable sales taxes and other taxes arising in connection with the TMS Payment.

The Toyota Motor Sales, U.S.A., Inc. College Graduate Rebate Program may be modified or terminated at any time.

NOTE: The Toyota College Graduate Program is not compatible with the Toyota Military Rebate Program.

<p>Agreed to by:</p> <p><input checked="" type="radio"/> Customer</p> <p>_____ signature _____ date</p> <p>_____ signature _____ date</p>	<p><input checked="" type="radio"/> Dealer name</p> <p>_____</p> <p><input checked="" type="radio"/> Vehicle description</p> <p>make: _____</p> <p>model: _____</p> <p>VIN# _____</p>
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Dealer Certification: By submitting this Rebate Form, the Dealer certifies that he/she has verified that the customer meets the eligibility requirements under the **College Graduate Rebate Program**. Should TMS/TFS find that the eligibility requirements are not met, the Dealer will not be reimbursed for the Rebate and may be subject to the remedies set out in the Dealer Agreement.

Dealer Employee Signature (Please Print Dealer Employee Name)

Dealer: Please complete form in full and forward original with the customer's retail installment sales contract or lease agreement to your Toyota Financial Services DSSO for reimbursement.