



## College Graduate Program

Program period: February 2<sup>nd</sup>, 2010 through January 3<sup>rd</sup>, 2011

### \$750

College Grad  
Rebate  
Program:

Volkswagen Finance, Volkswagen Canada & the Dealership...

Will offer a **College Graduate Program rebate of \$750** to an eligible graduate who finances an eligible **NEW only Volkswagen** vehicle with a retail loan or *VW Select* contract through Volkswagen Finance.

⇒ Eligible Vehicles:

**All New and Unused 2010MY Volkswagen** (includes demonstrators with less than 10,000 KMS) reported sold and delivered during the program period.

⇒ Eligible terms:

- Retail Financing: Maximum **66** months.
- *VW Select*: Maximum **60** months.

**NEW**

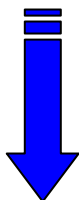


⇒ Financial participation in this customer rebate is as follows:

- Dealer **\$250**, Volkswagen Finance **\$250** and Volkswagen Canada **\$250** for a total of **\$750** (taxes included).

⇒ *No need to invoice anyone*; the \$500 (Volkswagen Finance and Volkswagen Canada's participation) will be reimbursed at the time of funding.

**This rebate must be used as a payment towards a Volkswagen Finance Retail Loan or a VW Select contract.** This rebate can be added to any special loan offer advertised by Volkswagen Canada at the time the transaction takes place.





## College Graduate Program

Program period: February 2<sup>nd</sup>, 2010 through January 3<sup>rd</sup>, 2011

**\$500**

**College Grad  
Rebate  
Program:**

**Volkswagen Canada & the Dealership...**

Will offer a **College Graduate Program rebate of \$500** to an eligible graduate who:

- Leases an eligible **New Volkswagen** vehicle or...
- Finances an eligible **Certified Pre-Owned** with a retail loan contract...

through Volkswagen Finance.

⇒ Eligible Vehicles and transactions:

**Lease: All New and Unused 2010MY Volkswagen** (includes demonstrators with less than 10,000 KMS) reported sold and delivered during the program period,

Or...

**Retail Financing: All Certified Pre-Owned Volkswagen** reported sold and delivered during the program period.

⇒ Financial participation in this customer rebate is as follows:

- Dealer **\$250** and Volkswagen Canada **\$250** for a total of **\$500** (taxes included).

⇒ Eligible terms:

- For New Lease: maximum **60** months.
- For Certified Pre-Owned Retail Financing: maximum **66** months.

⇒ *No need to invoice anyone*; the \$250 (Volkswagen Canada's participation) will be reimbursed at the time of funding.

**This rebate must be used as a payment towards a Volkswagen Finance Lease contract (New Vehicle) or towards a Volkswagen Finance Retail Loan contract (Certified Pre-Owned vehicles).**

This rebate can be added to any special lease offer advertised by Volkswagen Canada at the time the transaction takes place.





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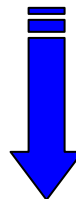
**Customer : eligibility** : All customers that have graduated no more than 24 months prior to the date of his/her credit application are eligible providing:

- ⇒ They never received a Volkswagen College Graduate rebate before and,
- ⇒ They are not a Volkswagen Canada employee or their relatives.

**Applicant : Eligibility Requirements** : To qualify under the Volkswagen Finance College Graduate Program, the graduate must lease or finance the vehicle as an individual and hold...

a diploma from a Canadian or U.S. University (Bachelor, Master and Doctorate), a Canadian community college of a 2 year study program, or a CEGEP program of 2 or 3 years (DEC). Any graduates from a recognized nursing, military or police school are also eligible.

- The customer must either be permanently employed or provide a verifiable commitment for employment.
- The customer may NOT have any derogatory credit.
- The customer must provide 1 personal reference, which can be contacted directly.
- The customer must be leasing or financing a vehicle for which the proposed monthly payment will not exceed 25% of the applicant's gross monthly income.
- The finance or lease contract must be registered under the student's name as a buyer/lessee or co-buyer/co-lessee. Guarantors are not eligible.





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### Requirements:

**Credit :** All customers are subject to credit approval.

### **Funding Requirements:**

- **Leasing :** On a Lease contract you must show the rebate on the appropriate line without taxes.
- **Retail, VW :  
Select** On a Retail contract you must specify the Graduate rebate portion under down payment (other) and is taxes included. VW Select is not available in Quebec
- **Rates, Money Factors  
Residual Values** : As per current published bulletins.

### **Additional information:**

1. **Sales must be reported in VIM between February 2<sup>nd</sup> 2010 and January 3<sup>rd</sup> 2011 without exception.**
2. Credit applications must be submitted before the end of business day on **January 3<sup>rd</sup> 2011.** Contract date **must be the same as the delivery date.**
3. Volkswagen Finance must receive the funding packages with the completed rebate form no later than January 15<sup>th</sup>, 2011. All contracts are subject to verification and validation through the reporting system.
4. **Ineligible vehicles:** Fleet vehicles, used vehicles and service loaners reported sold in the Volkswagen Canada VIM system.
5. Demos with less than 10,000 kms are eligible.
6. **No exception will be processed.**
7. **Audits:** Volkswagen Canada and/or Volkswagen Finance have the right to audit a Dealer and to disqualify a transaction if it is not eligible under the terms of this program. The dealership will be charged back the cost of the rebate plus **10%** administration fee for any transaction found to be ineligible. By participating in this program, the dealer agrees to pay these charges promptly.

If you have any questions, please contact your Business Development Manager.



