AX-Plan Rules for Select Joint Venture and Subsidiary (SJVS) Employees

Effective June 2026

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AXZD-Plan Pricing Agreement*
Ineligible Products

1. OVERVIEW

Ford Motor Company appreciates the loyalty of its select Joint Venture and Subsidiary (SJVS) Employees and their spouses, families, and friends. The New Vehicle Purchase Programs (AX-Plan) are offered to eligible individuals to drive eligible new Ford Motor Company products, especially those owning competitive products. Eligibility is based upon employment status to an approved Ford Motor Company SJVS company and extended to their family members/friends (as defined under the *Program Descriptions and Eligibility* section).

If any of the terms or conditions contained in this document are inconsistent with any other existing descriptions of the New Vehicle Purchase Program, the terms of this document and, where appropriate the Red-Carpet Lease Agreement, will control. Ford reserves the right to modify or discontinue the New Vehicle Purchase Programs at any time without notice and all provisions are subject to various state law requirements.

2. PROGRAM DESCRIPTIONS AND ELIGIBILITY

A-Plan

An eligible US Ford select Joint Venture or Subsidiary (SJVS) employee herein referred to as a "Sponsor", may generate up to two (2) A-Plan PINs per calendar year to be used towards the purchase or lease of a new vehicle (see the PIN Generation section for details). Select Joint Venture and Subsidiary employee sponsors are defined by their employing company.

- Sponsors as noted above may generate (i.e., Sponsor) A-Plan PINs for the following family members:
  - Sponsor's Spouse
  - Sponsor/Spouse's Parents (including stepparents)
  - Sponsor/Spouse's Sons and Daughters (including in-laws and stepchildren)
  - Sponsor/Spouse's Brothers and sisters (including in-laws, half and step)
  - Sponsor/Spouse's Grandparents
  - Sponsor/Spouse's Grandchildren
  - Sponsor/Spouse's Aunts and Uncles (including half and step)
  - Sponsor/Spouse's Nieces and Nephews (including half and step)

When audited the Sponsor must be able to prove a valid relationship through birth certificate and marriage certificate documents as outlined in the 'Documents Required' Matrix on page 3. Violations are subject to disciplinary action, including loss of AX-Plan privileges.

When the SJVS employee is deceased, the surviving family members are no longer eligible.

X-Plan

Friends & Neighbors:

An eligible select Ford Joint Venture and Subsidiary employee (SJVS) as noted below may sponsor up to four (4) PINs per calendar year to be used towards the purchase or lease of a new vehicle (See PIN Generation section for details):

- Selected individuals sponsored by a SJVS employee such as an extended family member (other than those identified as "immediate family members" referenced under *Program Descriptions and Eligibility*), friend or neighbor.
- Sponsors must know the individuals they are sponsoring.
- Dealership employees may not act as a broker by requesting a PIN for a customer from a Sponsor.

Dealerships or anyone connected with or acting on behalf of the dealership cannot purchase or solicit PINS.

3. PROOF OF ELIGIBILITY

- Purchasers are not required to provide proof of eligibility at time of sale beyond providing their PIN and last 4 digits of Social Security Number. However, Ford reserves the right to perform audits of AX-Plan sales and may require the Sponsor to provide proof of relationship documentation.
- A-Plan audits will require birth certificate and marriage certificate documents which satisfactorily define a valid relationship as specified by the Plan.
- Violations are subject to loss of AX-Plan privileges for the individual and/or SJVS company.

Audit Documentation Requirements

The chart below defines the minimum documentation requirements. The documents must prove a common genealogical or legal adoption relationship. Birth certificates must include parents' names. Additional documentation may be required to prove a valid relationship, especially when names have changed through marriage/divorce.

	Document Required From:					
Customer's Relationship to Sponsor:	Sponsor	Customer	Sponsor's Spouse	Sponsor's Parent's	Customer's Parent's	Spouse's Parent's
Spouse	M					
Parent	B					
Grandparent	B			B		
Sibling	B	B				
Child		B				
Grandchild		B			B	
Aunt/Uncle	B	B		B		
Niece/Nephew	B	B			B	
Spouse's Parent	M		B			
Spouse's Grandparent	M		B			B
Spouse's Sibling	M	B	B			
Spouse's Child	M	B				
Spouse's Grandchild	M	B			B	
Spouse's Aunt/Uncle	M	B	B			B
Spouse's Niece/Nephew	M	B	B		B	

Key:	
B = Birth/Adoption Certificate	M = Marriage Certificate

4. PRODUCTS

Eligible Products

- Current Ford, Lincoln model year and prior model year vehicles sold in the United States. See your local dealer for vehicle eligibility.
- Vehicles may be ordered from production or, if the dealer agrees, may be selected from the inventory of the dealership. Dealers are not required to participate, but if they do, they must be an authorized Ford Motor Company dealer for the product sold and agree to abide by the New Vehicle Purchase Program guidelines set forth in this document.
- Prior model year vehicles may be purchased or leased while supplies last for products under the AX-Plans. See your selling dealer for details.
- Dealer demonstrator units. No additional discount is permitted beyond incentives compatible with an AX-Plan deal.

Ineligible Products

- Certain commercial use or specialty products and certain "low supply" vehicles as defined by Ford. Click here for Ineligible Products for specific models or model year vehicles.
- Used vehicles.

5. PROGRAM POLICIES

Customer/Sponsor Obligations and Rules

- Sponsors are responsible for managing their PIN allocation and making sure the customers follow the rules. If a customer fails to follow the rules (including the length of ownership requirements), the Sponsor's Plan eligibility is at risk. Therefore, if Sponsors cannot answer all of the following questions, as indicated, it is advised that they do not sponsor the customer.

    - Is the customer someone you feel you know and can trust? **YES**
    - Did a dealership employee refer this customer to you? **NO**
    - Are you receiving or being offered cash or gifts to sponsor an X-Plan customer? **NO**
    - Is the customer a government employee or official whose use of the Plan may be construed as influencing a public official? **NO**

- Can my relative and I provide birth certificate and/or marriage certificate documents that prove a valid relationship as defined by A-Plan rules? **YES**

- It is a direct violation of the program rules to provide PINs to customers referred to the Sponsor by a dealership employee or to use a dealership employee as a broker to locate AX-Plan customers. In other words, you may not use a dealership or dealership employee to find customers, and you may not sell PINs to a dealership or dealership employee. In fact, selling PINs to anyone is a violation of Plan rules and is strictly prohibited. Violations of these rules will result in suspension of AX-Plan eligibility.
- Vehicles purchased or leased by customers sponsored by a SJVS employee count against the number of vehicle sales which a SJVS employee may sponsor during any calendar year.
- Any solicitation or acceptance of money, items of value or discounts off the New Vehicle Purchase Program price not defined in this document from a dealership or anyone connected with or acting on behalf of the dealership in connection with the purchase or lease of a vehicle under the New Vehicle Purchase Program, is contrary to the Plan's provisions and to Company policy and is prohibited.
- If after ordering a vehicle under the terms of the New Vehicle Purchase Program, the customer cannot take delivery from the designated dealership, the customer must promptly advise the proper dealership representative, and the customer must refrain from signing any dealership document indicating acceptance or delivery of the vehicle.
- AX-Plan customers are required to arbitrate warranty-related disputes via the Dispute Resolution Program (DRP) before initiating or proceeding with legal action**.** Failure to seek resolution of warranty-related disputes via the DRP before initiating legal action may result in the suspension of Purchase Plan privileges for the Sponsor.
    - The Dispute Resolution Program (DRP) process is a cost-free program available to owners or lessees of qualifying Ford Motor Company vehicles. The program is independently owned administered by the Better Business Bureau (BBB). Service or product performance complaints involving Ford, Mercury, and Lincoln cars, vans, sport utilities and light trucks, which are within the terms of the New Vehicle Limited Warranty, are eligible for DRP review. The *Warranty Guide* provided with all new Ford, and Lincoln vehicles at delivery contains important information about customer assistance and the Dispute Resolution Program. For more information about the program, call the BBB Auto Line at 1-800-428-3718, or the Ford Customer Relationship Center at 1-800-392-3673.
    - Failure to seek resolution of warranty-related disputes via the DRP process before initiating legal action may result in the suspension of

Purchase Plan privileges (as noted under "*What if a Customer Ignores the Conditions?")*.

Dealership Obligations and Rules

- Participating dealerships agree to comply with all of the terms outlined in this document, including the Red Carpet Lease Option provisions. Authorized Ford, and Lincoln dealerships are encouraged, but not obligated, to participate in the New Vehicle Purchase Program. Participating dealerships must sign a Dealer Agreement located on the AXZD-Plan Pricing Agreement on each New Vehicle Purchase Program sale or Red Carpet Lease.
- Dealerships must be authorized dealers ("under their Sales and Service Agreement(s)") for the product being sold.
- The AXZD-Plan Pricing Agreement must identify the A or X-Plan price, the price of each dealer-added option, negative equity on vehicle trade, gifts, and any other allowable fees and taxes. A copy of the factory invoice showing the New Vehicle Purchase Program price in the box labeled ”A-Plan" or “X-Plan" and a completed, signed copy of the AXZD-Plan Pricing Agreement must be given to the customer.
- All commission claims are subject to future audit and possible charge back to the dealership. Participating Dealerships agree to make available such dealership records to the extent considered necessary by Ford Motor Company for audit of the transactions claimed under the New Vehicle Purchase Program. Dealers must retain all records and documents, including the AXZD-Plan Pricing Agreement, journals and ledgers, which relate in any way, in all or in part, to covered transactions- for at least two years.
- All sales or lease contracts with Purchase Plan customers will be conducted by an employee of the participating dealership. Commissions to dealerships will be withheld or charged back if non-employees, including brokers, or agents are used to participate in Plan transactions in any capacity.

What if a Customer Ignores the Conditions?

- The purchase, lease and disposal of vehicles under the New Vehicle Purchase Program are monitored regularly for abuse through a computerized system. Customers who do not comply with the requirements noted above will be contacted and asked to explain the circumstances involved.
- The privilege to participate may be withdrawn or suspended if Ford determines that the SJVS employee has violated the provisions of the New Vehicle Purchase Program or Company policy. The SJVS employee may be required to reimburse Ford for the full amount of the dealer commission paid.

NOTE: *Even if the customer who violates these provisions is not a SJVS employee, the Sponsor is responsible and subject to the above sanctions.*

AX-Plan Rules for Select Joint Venture and Subsidiary (SJVS) Employees

Dealer-to-Customer Gifts and Fees

The following are guidelines regarding what is, and is not, permissible.

Nominal Gifts

- Unless prohibited by your state law, Family A-Plan and/or Friends & Neighbors X-Plan customers may accept items or services of nominal value (i.e. $50 or less dealership cost) as a gift or reward in connection with an A-Plan and/or X-Plan sale or lease. All gifts or rewards offered by the dealership for sponsoring an A-Plan and/or X-Plan sale or lease must be comparable with gifts or rewards offered by the dealership on retail sales or leases and may not exceed $50 in value (dealership cost).
- Examples of acceptable gifts include a wall calendar, Motorcraft apparel, gas card, an oil change, a car wash, etc., provided the item or service does not exceed $50 in value (dealership cost).
- Dealerships may not offer services or items below their market value (dealership cost) to stay within the $50 limit (i.e., $1 for rust proofing or $10 for a bed liner).
- No service, accessory or items valued above $50 may be accepted by AX-Plan customers, even if the same offer is extended to non-Plan customers. The only exception would be an FDAF/LMDA promoting a limited time offer which covers an entire group of dealers in a market area (i.e., free bed liners with the purchase of an F-Series). Since all dealers participate this would not give one dealer a competitive advantage over another for Plan business.

Referral Fees

A-Plan

- Family A-Plan Sponsors may accept referral fees of $50 or less in connection with A-Plan sales. All referral fees offered by a dealership must be comparable with referral fees offered by the dealership on retail sales or leases.

X-Plan

- Friends & Neighbors X-Plan Sponsors may not accept referral fees.

Document Fees

- Dealers are allowed to assess document fees on each AXZD-Plan delivery to an eligible purchaser under the terms of the Plan, unless otherwise provided by state or local laws or regulations. Each dealer is responsible for complying with applicable laws or regulations.
- Unless otherwise provided by state or local laws or regulations:

  - In states where dealers are not allowed to charge the Allowed Maximum Doc Fee specified below, dealers may not charge more than the lesser amount provided by the state.
  - In states that allow more than the Allowed Maximum Doc Fee, dealers must charge no more than the AXZD-Plan document fee specified below.
  - In states that allow a dealer to charge more than the Allowed Maximum Doc Fee specified below, and also require that all customers be charged the same doc fee amount, dealers may charge the AXZD-Plan customer the Allowed Maximum Doc Fee specified below, and indicate on the buyer's order that any additional fees have been paid by Ford Motor Company as part of the AXZD-Plan Program dealer reimbursement.
- Document Fee Charges should be detailed on the most current AXZD Plan Pricing Agreement, page two, Plan Pricing Calculation.

ALLOWED MAXIMUM DOC FEES:

- A-Plan: $150
- X-Plan: $300

Financing, Insurance, Titles and Taxes

- Purchase/lease financing may be obtained at the customer's discretion from any source. To learn more about financial services offered through Ford Motor Credit Company, go to **www.fordcredit.com**
- Each vehicle purchased or leased will be covered by the same warranty and policy as those offered to retail customers.
- The customer is responsible for all federal, state, and local taxes, license and title fees specific to the vehicle transaction (i.e., state or local sales tax). The dealership may not pass along to the customer taxes or fees that are not specific to the Plan transaction. (i.e., business income taxes or property taxes).
- Non-Eligible family members may appear as co-signers or co-makers of the loan or other financing agreement and may also appear as co-owners on the Vehicle Title or Registration. However, the primary user of the vehicle must be the A or X-Plan eligible member.
- New Vehicle Purchase Program customers are required to provide their own liability and collision insurance for both purchases and leases. For leases, there are specified coverage minimums. Lessees should request information about these amounts from the dealer prior to obtaining insurance and signing the final lease papers.
- Titling eligibility is as follows:
  - Vehicles must be retained in the customer's possession and registered as provided above for at least six months from the date of purchase or lease, unless otherwise stated in an official Contests & Incentives announcement or Program.
  - Individuals:

- Vehicles must be registered or titled to the AX-Plan eligible individual.
- 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 AX-Plan eligible member.
- Vehicles leased under the Red-Carpet Lease Option will be titled in the name of Ford Credit or as directed by Ford Credit but must conform to the above registration requirements.
- Vehicles also may be registered in the name of a customer's trust provided that the customer's name is included in the name of the trust, i.e., "John Smith Trust."

- Commercial:
  - AX-Plan vehicles may not be registered or titled in the name of a business. AX-Plan vehicles may not be purchased or leased for commercial use.
  -

6. PRICING AND INCENTIVES

- The dealer is required to provide you with a true copy of the factory invoice showing the New Vehicle Purchase Program price on the line labeled A-Plan and/or X-Plan. You should also receive a complete and signed AXZD-Plan Pricing Agreement showing each item and its price. Do not sign this form if it is blank or if you do not understand how the price was calculated. All added items must be documented on this form, including negative equity on vehicle trade, and gifts.
- The AX-Plan price is the amount shown in the box labeled "A-Plan" or "X-Plan" near the bottom of the factory invoice. The New Vehicle Purchase Program price includes advertising, finance costs, transportation, fuel charges and Company administrative fees. The dealership may not charge extra for these items.
- The New Vehicle Purchase Program customer is entitled to the price in effect at the time the vehicle was invoiced. Any money refunded to the dealer by Ford Motor Company for price increases occurring after the order is submitted, but before shipment to the dealer, must be refunded to the customer.
- From time to time Ford may offer incentives or rebates. Unless specifically excluded by Ford, incentives or rebates are available to New Vehicle Purchase Program customers in addition to the Plan price. Ask your dealer for details.

AX-Plan Rules for Select Joint Venture and Subsidiary (SJVS) Employees

Vehicle Trade-in Allowance

- Vehicle Trade-in Allowance is not covered by the New Vehicle Purchase Program and must be negotiated with the dealership. However, this must be documented on the AXZD-Plan Pricing Agreement form.

Pricing Formula

- The A-Plan price is the amount shown on the line labeled appropriately near the bottom of the factory invoice. The New Vehicle Purchase Program price includes advertising, finance costs, transportation, and Company Administration Fee.

A-Plan	Dealer Invoice - Holdback - Advertising Assessment + Administration Fee* (see sample invoice)

- X-Plan is a pre-determined price based on dealer invoice or A-Plan price depending on brand. The X-Plan price is noted on the dealer invoice.

X-Plan	**Ford**	Dealer Invoice - (0.4% * Dealer Invoice) + Administration Fee* (see sample invoice)
	Lincoln	Dealer Invoice + (0.6% * Dealer Invoice) + Administration Fee* (see sample invoice)

*$Administration free for Ford is $375 (Administration Fee for Lincoln remains $275)

7. PROCESS AND DOCUMENTATION

Sales and Delivery Requirements

- The dealership may require the New Vehicle Purchase Program customer to make a deposit when placing a vehicle order. Some or all of this deposit may be retained by the dealership if the customer declines to accept delivery of the product ordered. An agreement in writing should be reached with the dealership concerning the amount of the deposit and the conditions under which it may be retained by the dealership if the transaction is not completed.
- Lease transactions may require a refundable security deposit. The security deposit is held until the end of the lease and is refunded, provided that the lease terms have been satisfied. The deposit is usually equal to one month's payment, rounded to the next $25.
- The dealership may charge any price negotiated (at or above dealer cost) between the dealer and the customer for undercoating, dealer installed options, extended service contracts and other items or services that add value to the vehicle, provided such items are priced separately and listed individually on the retail buyer's order and the AXZD-Plan Pricing Agreement.

- Dealerships will notify the customer as soon as the vehicle has been prepared for delivery. New Vehicle Purchase Program customers must accept delivery and make final settlement within five working days of notification by the dealership that the vehicle is available for delivery. Unless otherwise agreed to between the dealership and the New Vehicle Purchase Program customer, vehicle disposition becomes the sole responsibility of the delivering dealership on the sixth day.

What is a PIN?

A PIN (Personal Identification Number) is a unique numeric code required for each vehicle purchase under the AX-Plan. This PIN will be generated by the Sponsor for either themselves or an eligible family member or friend. The PIN holder will then take this PIN to an authorized Ford Motor Company dealership to secure the AX-Plan discount.

Using a PIN

- Provide your dealer the PIN along with the last 4 numbers of your Social Security Number.
- The dealer will enter your PIN and social security number into the computer to verify your eligibility. Once your eligibility has been verified, the dealer can lock in the approval to complete the transaction. (If you decide not to complete the transaction at that dealership, ask the dealer to cancel the locked-in approval so that you can use it elsewhere.)

PIN Generation

- PINs can be generated for yourself, eligible family members or friends from our web site at www.sjvsplan.ford.com Select the "*Generate My PIN"* link from the home page or go to the "PINS" tab at the top of the page.
- PIN must be generated before the date of sale.

How Does a Qualified Plan Participant get a Vehicle When Does Delivery Take Place?

If the Sponsor is the customer...

- Identify yourself to the dealer as the A-Plan employee.
- Give the dealer only the last four digits of your Social Security Number (SSN) and your Personal Identification Number (PIN)
- The dealer will use your PIN to verify your eligibility. Once your eligibility has been verified, the dealer can lock in the approval to complete the transaction. (If you decide not to complete the transaction at that dealership, ask the dealer to cancel the locked-in approval so that you can use it elsewhere.)

AX-Plan Rules for Select Joint Venture and Subsidiary (SJVS) Employees

- Ask for a copy of the vehicle invoice which shows the A-Plan price in the box labeled A-Plan located in the lower right-hand corner. This is always the correct A-Plan price.
- The dealer will complete and ask you to sign the AXZD-Plan Pricing Agreement. After you have signed it, the dealer will provide you with a copy. This is your assurance that the price charged is the correct price. Do not sign this form if it is blank or if you do not understand how the price was calculated. All added items must be documented on this form, including negative equity on vehicle trade, and gifts. If you have any questions or concerns about the terms of your purchase or lease, ask your dealer for clarification before closing the transaction.

If an eligible family member or friend/neighbor is the customer...

- Obtain an approval PIN for your family member or friend/neighbor just as you would for yourself. You will need the correct spelling of the person's name, the last four digits of his/her Social Security Number, address, , and will be asked to verify his/her eligible family relationship to you. Ensure that the name name/address provided for PIN generation is accurate and verifiable using appropriate personal identification (i.e., driver license). The dealer will require the name/address on the PIN transaction to match the name/address of the purchaser identified on the sales transaction.
- Provide your family member or friend/neighbor with the PIN so that the dealer can determine eligibility.
- Please inform the family member or friend/neighbor that:
    - The Plan privilege is for the eligible family member's or friend/neighbor's personal use only.
    - The PIN must not, under any circumstances, be provided to any other person, except the dealer at the time of purchase or lease.
    - Providing the PIN to any other person is a violation of the Plan's conditions.
- The family member or friend/neighbor must identify themselves as an eligible participant to the dealer and provide the dealer with the last four digits of his/her SSN and PIN for verification. The eligible family member will also be required to specify the relationship that exists with the Sponsor.
- Sponsors are responsible for how their Plan is used by other family members.

8. FREQUENTLY ASKED QUESTIONS

If your question isn't covered here you can contact us with a specific concern (via email).

Commented [WK(1)]: Link to sjvsplan@ford.com

1. How do I get a PIN?
2. How long is a PIN valid?
3. How do I confirm the AX-Plan Price on the vehicle I want to purchase?
4. Can I purchase or lease my eligible vehicle?
5. Can I obtain a vehicle for my business or for another person?
6. How long do I have to keep an A-Plan vehicle?
7. Am I eligible for other incentives?
8. Do Dealers make a profit on Plan purchases and/or leases?
9. May I purchase a used vehicle or dealer demonstrator on the AX-Plan?
10. Can I be charged a "document fee" (doc fee) by my dealer?
11. What happens if I obtain a PIN for an eligible family member to purchase or lease a new car and some other ineligible person uses the PIN?
12. What vehicles are eligible for the Plan?
13. What may happen to me if I don't follow the Plan's rules and abuse my privileges?
14. How long is the Plan in effect?
15. Information I've been given elsewhere conflicts with the rules in this document. What should I do?
16. Can I find Plan prices and incentives before contacting a dealer?
17. Can a vehicle be purchased in one country and registered in another?

1. How do I get a PIN?
Go to the **Generate My PIN** section on our website www.sjvsplan.ford.com

2. How long is a PIN valid?
PINs remain active for 12 months from the date of issue.

3. How do I confirm the AX-Plan Price on the vehicle I want to purchase?
As an AX-Plan participant, you are authorized to see the dealer invoice for the vehicle you intend to purchase. Ask the dealer to show you this invoice and point out the AX-Plan price for your review. The A-Plan price is the amount shown in the box labeled "A-Plan" near the bottom of the factory invoice. The New Vehicle Purchase Program price includes advertising, finance costs, transportation, dealer preparation and Company administrative fees. The dealership may not charge extra for these items.

4. Can I purchase or lease my eligible vehicle?
Yes. You can purchase or lease any qualified vehicle in the New Vehicle Purchase Program provided you are a qualified participant with a good credit rating. Purchase or lease financing may be obtained at the customer's discretion from any source.

AX-Plan Rules for Select Joint Venture and Subsidiary (SJVS) Employees

5. Can I obtain a vehicle for a business?
No, SJVS AX Plan PINs may not be generated in the name of a business.

6. How long do I have to keep an A-Plan vehicle?
You must keep an A-Plan vehicle in your possession and registered in your name for at least six months from the date of purchase or lease, unless otherwise stated in an official Contests & Incentives announcement or Program.

7. Am I eligible for other incentives?
Yes. Plan participants are eligible for most public incentives and many incentives normally paid to the dealer. There are some offers that are not compatible with the Plan. Your dealer can best determine which incentives you are eligible for.

8. Do dealers make a profit on the New Vehicle Purchase Program?
Yes. Dealers receive a commission from Ford Motor Company on each New Vehicle Purchase Program transaction (including X-Plan).

9. May I purchase a used vehicle or dealer demonstrator on the AX-Plan?

The Plans are only for new vehicles. Used vehicles are not eligible for AX discount plan. New vehicle demonstrator units are available for sale at the new vehicle AX-Plan price, however, no additional discount is permitted beyond incentives compatible with an AX-Plan deal.

10. Can I be charged a "document fee" (doc fee) by my dealer?

- Yes. Dealers are allowed to assess document fees on each AXZD-Plan delivery to an eligible purchaser under the terms of the Plan, unless otherwise provided by state or local laws or regulations. Each dealer is responsible for complying with applicable laws or regulations.
- Unless otherwise provided by state or local laws or regulations:
    - In states where dealers are not allowed to charge the Allowed Maximum Doc Fee specified below, dealers may not charge more than the lesser amount provided by the state.
    - In states that allow more than the Allowed Maximum Doc Fee, dealers must charge no more than the AXZD-Plan document fee specified below.
    - In states that allow a dealer to charge more than the Allowed Maximum Doc Fee specified below, and also require that all customers be charged the same doc fee amount, dealers may charge the AXZD-Plan customer the Allowed Maximum Doc Fee specified below, and indicate on the buyer's order that any additional fees have been paid by Ford Motor Company as part of the AXZD-Plan Program dealer reimbursement.
- Document Fee Charges should be detailed on the most current AXZD Plan Pricing Agreement, page two, Plan Pricing Calculation.

ALLOWED MAXIMUM DOC FEES:

- A-Plan: $150
- X-Plan: $300

- How does this change the administration fee?

  There is no change. The administration fee covers costs of managing the New Vehicle Purchase Program.

11. What happens if I obtain a PIN for an eligible family member to purchase or lease a new car and some other ineligible person uses the PIN?

You are responsible for the allocation of your AX-Plan PINs and how they are used. It's up to you to let your relatives know who is eligible and who isn't. Note that an AX-Plan purchase using the PIN you provide should only be completed for the individual you designate on the PIN itself. If you are aware that a different individual has purchased a vehicle with this PIN, you should report the incident to AX-Plan Headquarters immediately. Please see the section "Who's Eligible" for details.

12. What vehicles are eligible for the Plan?
For a list of eligible vehicles, go to the Vehicles and Pricing tab. All Ford Motor Company vehicles are generally eligible with the exception a select few models that are listed in the Product Availability section. A list of ineligible vehicles is linked at the bottom of the Vehicles & Pricing page.

13. What may happen to me if I don't follow the Plan's rules and abuse my privileges?
Disregard for the rules of the New Vehicle Purchase Program is a serious matter. Violations of the Plan's rules, as described in this document can result in:

- Having to re-pay the participating dealership's commission
- Being suspended from participating in the Plan
- Your Company may be suspended from participating in the Plan

14. How long is the Plan program in effect?
There is no effective expiration date for this program, however, Ford Motor Company reserves the right to modify the program, remove eligibility, or cancel the program at any time.

15. Information I've been given elsewhere conflicts with the rules in this document. What should I do?
For clarification of Plan Rules, contact our call center with your concern **before** closing any sale or lease transaction. Remember, you are responsible for assuring that your Plan Eligibility is used according to the Rules. This includes sales and leases you sponsor for family members. See Page 16 for call center contact information.

16. Can I find Plan prices and incentives before contacting a dealer?
Yes. We provide a number of sources for you to research pricing and incentives on specific vehicles. By going to the "Vehicles & Pricing" tab of www.sjvsplan.ford.com you will see a

complete listing of all eligible Ford Motor Company vehicles under the Plan. Click your vehicle of choice to obtain starting MSRP and Plan pricing.

Additional links are provided Pricing to other Ford Motor Company websites, where you can obtain AXZ-Plan pricing on specific vehicles in dealer inventory, as well as current incentives and regional offers for eligible vehicles. Pricing and incentives information is updated regularly. However, due to timing considerations, some information may not reflect the latest status. Please see your dealer for the most current product, pricing and incentives information.

17. Can a vehicle be purchased in one country and registered in another?
No. If you are buying a vehicle in a different country from which you reside or register the vehicle in, incentives will not be eligible for export-oriented sales transactions.

9: CONTACT INFORMATION

	Website	Information
Plan Information		
	www.SJVSplan.ford.com	
Product Information		
	www.ford.com	1-800-392-3673

Formatted Table

	www.lincoln.com	1-800-521-4140

Financing Resources

Ford | FORD CREDIT	www.fordcredit.com	1-800-727-7000