

XCELERATE YOUR DRIVE

Freedom. Performance. Passion.



Car Allowance	Qualified Rank	Group Volume Requirement	Maintenance Requirement	Structure Requirement
\$500	Platinum	30,000	3 months	2 individual Gold legs and a minimum of 10,000 GV outside the Gold legs
\$750	Emerald	60,000	3 months	3 individual Gold legs or higher
\$1,000	Diamond	100,000		
\$1,600	Blue Diamond	500,000		

*For a complete list of the rules and qualification requirements, please visit www.univeraoffice.com.

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Requirements:

- ▶ Associates must maintain rank, group volume, and structure requirements for 3 consecutive months before leasing or purchasing a BMW.
- ▶ For Associates to advance to the next level of car allowance, they must meet GV and structure requirements of the higher rank for 3 consecutive months. The car allowance will increase after the 3rd consecutive qualified month.

Maintenance Requirements:

- ▶ Associate must successfully meet car qualification requirements each commission period to continue to earn the full car allowance. Failure to meet rank, GV, or structure requirements will result in a decreased or suspended car allowance.
- ▶ Emerald, Diamond, or Blue Diamond car qualifiers who fall out of qualification will be given a 2 month grace period at each level. On the 3rd month the Associate's car allowance will be adjusted to reflect their current level of qualification.
- ▶ Platinum car qualifiers who fall out of qualification will be given a 6 month grace period. However, if after the 6 month grace period the Associate account doesn't reach Platinum requirements then the car qualifier will forfeit the car allowance.
- ▶ In the rare occurrence that the car qualifier forfeits their allowance or drops to a lower car allowance amount, then they will be required to re-qualify for 3 consecutive months to resume or raise the car allowance.

General Information

- ▶ Car allowances will only be paid on the lease or purchase of a new or certified pre-owned BMW after the initial 3 month qualification period. The car cannot be leased or purchased prior to completing qualification.
- ▶ Associates must independently meet BMW's credit qualifications to purchase or secure a lease. No credit, financing, or payments will be provided by Univera.
- ▶ The lease or purchase agreement is between the Associate and BMW dealership. Univera shall not be liable to any party for any and all losses, claims, demands, guarantees, or obligations.
- ▶ Associates will be paid their car allowance in their monthly commission payment.
- ▶ Associates must submit a completed and signed lease or purchase agreement to Univera before the car allowance is paid. If the car is purchased in full without a loan agreement, Associates must submit a copy of the car title and purchase receipt before the car allowance is paid.
- ▶ If an Associate seeks to upgrade their vehicle prior to the end of the existing lease, the Associate will incur all costs associated with breaking the lease, if any. Univera will not be responsible for any fees, payments, or other associated costs incurred by the Associate with respect to any car lease.
- ▶ Due to the cost premium to purchase or lease a car in Canada versus the United States, Canadian Associates will receive an additional 20% per level per month.

- ▶ If the car is leased, the car allowance will be terminated upon expiration of the lease. If the car is new or certified pre-owned, the car allowance will be terminated upon completion of loan. If the car is purchased in full and without a loan agreement the car allowance will be paid for up to 4 years as long as the Associate continues to meet car qualification requirements. An Associate will be required to lease or purchase another BMW before a car allowance is resumed.
- ▶ Annually, Associates will be required to send Univera updated registration documents to ensure that the car is still in the Associate's possession.
- ▶ Only one car allowance will be allowed per Associate Account.