



College Graduate Program

Effective Dates: May 8, 2019 – January 2, 2020

Bulletin Number: V1905-30M-Update

Please indicate bulletin number and note College Graduate program on funding package.

Please refer to Financing Handbook for further details.

Note: this program is not combinable with VW TDI programs 79L & 81R.

Program Benefits	<p>Leasing VCI Premium Rates/Advances (see below), Security deposit is not required, and \$500 Customer Bonus for MY19</p> <hr/> <p>Retail Financing VCI Premium Rates/Advances (see below) and \$500 Customer Bonus for MY18 and MY19</p> <hr/> <p>Driver's Option VCI Premium Rates/Advances (see below) and \$500 Customer Bonus for MY19</p> <hr/> <p>Certified Pre-Owned VCI Premium Rates/Advances (see below) Does not qualify for \$500 Customer Bonus.</p>
Program Eligibility	<ul style="list-style-type: none"> • Applicant must be a U.S. Citizen or Permanent Resident. • Must be within six months of graduation or have graduated no more than 24 months prior to the date of his/her credit application, from a 2- or 4-year accredited U.S. or Canadian college or university with one of the following degrees: <ul style="list-style-type: none"> ○ Associate's; Bachelor's; Master's ;Doctoral; Nursing degree (RN or LPN)
Eligible Vehicles	<ul style="list-style-type: none"> • MY19 and MY18 (retail only) - New and Near New VW vehicles qualify for rates/advances • MY19 are eligible for \$500 bonus. MY18 are eligible only for \$500 bonus on retail. (See Vehicle Definition and Eligibility Matrix in Financing Handbook) • Certified Pre-Owned Volkswagen vehicles (Retail Financing Only)
Rates / Advance	<ul style="list-style-type: none"> • All original "Tier 2-3" credit tiers will be eligible for approval at "Tier 2" Tier rates and advance. • All original "Tier 4-8" credit tiers will qualify for "Tier 4" rates and advance.* <p><i>*In cases of a credit-qualified co-applicant, tier and advance are based on the primary applicant. If the College Graduate is the primary, the tier and advance will follow the program rules.</i></p>
Term	<ul style="list-style-type: none"> • Retail: 12-72 months • Driver's Option: 12- 48 months • Lease: 12-48 months
Dealer Reserve	<ul style="list-style-type: none"> • For Standard & Special Rates: <ul style="list-style-type: none"> ○ Retail/Driver's Option: Maximum APR of 1% above published "Tier 2 or 4" buy rate. ○ Lease: Maximum rent charge factor is 0.00040 over the "Tier 2 or 4" base rent charge factor. ○ See Dealer Reserve sections for further details.
Required Documentation	<p>See financing handbook for further details on each required document:</p> <ul style="list-style-type: none"> • Bonus Claim Form • Copy of Proof of Income & Full Time (Permanent) Employment¹ • Copy of Degree or Transcript & Contact Information for References^{1,2} • Copy of complete & signed credit application <p>¹ Optional documentation for original Tier 2 customers only. ² Optional documentation for original Tier 3-4 customers only.</p>



- Credit Application Process
1. Dealer submits credit application with special handling code "College Grad Program."
 2. Any Red Flag failures must be cleared prior to approval.
 3. All original "Tier 2-3" credit tiers will be eligible for auto approval at "Tier 2" rates and advance.
 4. All original "Tier 4 and below" credit tiers will qualify for "Tier 4", but will be reviewed by a Credit Analyst for College Graduate Program qualifications and to ensure no derogatory credit is present.

- Other Miscellaneous
- **If Volkswagen Credit is not able to validate the supplied documentation within 5 business days, the funding package will be returned to the dealer unfunded.**
 - **Any documents sent to our Credit Department will NOT be transferred or forwarded to our Funding Department.**
 - **There will be no exceptions to the program eligibility.**
 - Customer is eligible for this program benefits once per degree.
 - Qualification under this program is subject to verification prior to approval.
 - No credit history required; however, established history must be in good standing with no previous derogatory credit.
 - Monthly payment may not exceed 25% of gross monthly income.
 - College Grad may be combined with Military/First Responder or DEPP.

- Disclosures
- **In order to participate in this program, the \$500 bonus must be disclosed on the contract as shown below. NOTE: Amounts shown below increase when combined with other VWoA Customer programs.**
 - Lease Agreements - Bonus amount must be listed on the "Capitalized Cost Reduction" and "Rebates and non-cash credits" lines in the "Itemization of Amount Due at Lease Signing or Delivery" section: **This bonus cannot be used in any other items listed in the amount due at lease signing or delivery.**

LEASE EXAMPLE

A. Amount Due at Lease Signing or Delivery:		B. How the Amount Due at Lease Signing or Delivery will be paid:	
1. Capitalized cost reduction	\$ 500	1. Net trade-in allowance	\$
2. Taxes on capitalized cost reduction	\$	2. Rebates and noncash credits	\$ 500
3. First monthly payment	\$	3. Amount to be paid in cash	\$
4. Single scheduled payment	\$	4. Other	\$
5. Refundable security deposit	\$		
6. Lease acquisition fee	\$		
7. Title fees	\$		
8. License and registration fees	\$		
9. Sales/use tax	\$		

- Retail Contracts – Bonus amount must be listed on the Manufacturer’s Rebate* line in the "Total Down Payment" section. If the contract does not have a "Manufacturer’s Rebate" line, disclose the amount on the "Other" down payment line. (See examples below – contracts may vary by state).

* Contract disclosure requirements are referenced in this bulletin. For advertising this offer, please refer to Volkswagen of America, Inc. IDM Guidelines to ensure compliance.

RETAIL EXAMPLE

A. Agreed Trade-In Value	Yr. N/A	Make N/A	\$ N/A	(A)
Model	N/A	Odom N/A		
VIN	N/A			
B. Less Prior Credit or Lease Balance (e)			\$ N/A	(B)
C. Net Trade-In (A less B) (indicate if a negative number)			\$ N/A	(C)
D. Deferred Downpayment			\$ N/A	(D)
E. Manufacturer's Rebate			\$ 500.00	(E)
F. Other			\$ N/A	(F)
G. Cash			\$ N/A	(G)
Total Downpayment (C through G)			\$ 500.00	(6)



College Graduate Program

A Copy Of This Form Must Be Included With The Funding Package!

CUSTOMER ACKNOWLEDGEMENT / CLAIM FORM

Lease Agreement

- \$500 Bonus is covered by Volkswagen of America, Inc. This amount is applied as a Capitalized Cost Reduction on the Lease Agreement. ***This bonus is not redeemable for cash or for any other items (e.g. first month payment, fees) owed at the time of lease signing/delivery.***

Retail Contract (New Only)

- \$500 Bonus is covered by Volkswagen of America, Inc. This amount is applied as a Manufacturer's Rebate on the Retail Contract. This bonus is not redeemable for cash.

College Graduate Program Bonus Paid by Volkswagen of America, Inc.
\$500

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New Vehicle VIN Number

Customer Name (Please Print): _____

Customer Signature: _____

Authorized Dealership Name (Please Print): _____

Authorized Dealer Representative Signature: _____

6-DIGIT Dealer Code: _____