



FINANCIAL SERVICES BULLETIN

FSB #2018-010-MIL (TOYOTA/CAT)
July 10, 2018



To: All TMNA CAT Region Toyota Dealers

Re: CAT Region Toyota Military \$1,000 Rebate Program

Great News! Toyota Financial Services (TFS) and Toyota Motor North America (TMNA) are pleased to announce that the Toyota Military Rebate Program will continue from **July 10, 2018** through **October 1, 2018!**

The **\$1000 rebate** will be applied towards either the Amount Due at Lease Signing or the Capitalized Cost Reduction, for Lease transactions. For Retail, rebate amount will be applied towards the down payment. Please note, vehicles must be taken out of dealer stock.

All other terms and conditions for the Military Rebate Program remain unchanged. Please refer to program guidelines for further details. Military Rebate form has been attached for your reference.

Should you have any questions regarding this program, please contact your local TFS DSSO or Area Sales Manager (ASM).

TOYOTA FINANCIAL SERVICES

TOYOTA BACKED PROTECTION
Driving Customers Back To Your Dealership



Toyota Financial Services is a service mark of Toyota Motor Credit Corporation (TMCC).
TMCC is the authorized attorney-in-fact and servicer for Toyota Lease Trust.

**CAT REGION TOYOTA MILITARY \$1,000 REBATE PROGRAM
PROGRAM GUIDELINES**

Program Guidelines

Program Period

The Toyota Military \$1000 Rebate Program is effective July 10, 2018 through October 1, 2018. This program is subject to change or termination at any time.

Eligible Vehicles

All New* Toyota vehicles, including untitled dealer demonstrators with 20,000 miles or less. Vehicles must be taken out of dealer stock. (Note: Toyota Certified Used Vehicles (TCUV) are not eligible for the Military Rebate Program)

***New and unlicensed non-J carried in dealership ground stock inventory that are sold and reported (RDR'd) to the ultimate consumer during the program period and registered with the appropriate state motor vehicle department.**

Eligible Dealers

All participating Toyota dealers are eligible, **excluding** CCC dealers and Toyota dealers in SET states.

Customer Eligibility

1. In current active duty status in the U.S. Military (Navy, Army, Air Force, Marines, National Guard, Coast Guard and active Reserve) OR a U.S. Military inactive reserves (i.e., Ready Reserves) that are part of the Individual Ready Reserve, Selected Reserve and Inactive National Guard; **OR**
2. A Military retiree within one year of retirement or honorably discharged veteran of the U.S. Military within one year of their honorable discharge date; **OR**
3. Household member* of an eligible U.S. Military personnel; **AND**
4. Provide verifiable proof of military status or proof of active service, required at time of purchase, in the form of one of the following documentations:
 - a. Leave an Earnings Statement
 - b. Military Identification Card (no photo copy required to be sent to TFS)
 - c. Veterans/Retirees DD Form-214
5. Receive a salary sufficient to cover ordinary living expenses and vehicle payments; **AND**
6. Be credit approved by TFS.

***Household member(s):**

- Household and/or family member of the qualified Military personnel living at the same address as the qualified Military personnel. An eligible service member and his or her household may reside in permanent or temporary housing.
- Goldstar family members are family members of a fallen hero(s) and are also considered as household and/or family member and are eligible for this program.

Maximum Terms

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

Retail	Lease	Preferred Option Finance (Balloon)**
72 months	48 months	48 months

**Preferred Option (Balloon) available in the following states only: AR & IL

Tiers Application*

Retail/Lease: All Tiers

*There is no minimum Tier application for this program (FICO score determines Tier for this program)

TOYOTA BACKED PROTECTION
Driving Customers Back To Your Dealership



Toyota Financial Services is a service mark of Toyota Motor Credit Corporation (TMCC).
TMCC is the authorized attorney-in-fact and servicer for Toyota Lease Trust.

CAT REGION TOYOTA MILITARY \$1,000 REBATE PROGRAM PROGRAM GUIDELINES

Program Guidelines (continued)

Dealer Participation

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

Minimum Reserve (Retail)/Flat Fee (Lease)

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

Program Compatibility

Program Compatibility

The Military Rebate Program may be used with standard or subvented Retail, Lease or Preferred Option (Balloon) Programs.

- **Retail:** Compatible with all standard features except College Graduate Rebate and Lease-End Refinance Program
- **Lease:** Compatible with all standard features except the College Graduate Rebate Program.
- **Preferred Option (Balloon)*:** Compatible with Low Mileage Option and standard lease features except Extended Term Financing options, Mobility Program, 90-Day Deferred Program and Lease-End Refinance Program.

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

Please also Note:

- One rebate per transaction/contract.
- Rebates are only available on contracts that are actually booked with TFS.

Contract Disclosure Instructions

Please refer to the TFS Dealer Daily for disclosure information (Rebate Disclosure Reference Guide).

Required Documents

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

- Enter “Military Rebate” comments into Route One (see RouteOne example); **AND**
- Select “Military Rebate” as a Subjective Program in Route One (see Route One example); **AND**
- Properly disclose the rebate on the Retail/Lease Agreement (Please see Rebate Disclosure Reference Guide for details); **AND**
- **PROVIDE REQUIRED DOCUMENTS:**
 - Standard Retail, Lease or Preferred Option (Balloon) Finance documents
 - All applicants must be denoted “Military Rebate” on the Dealer Funding Checklist (Dealer Funding Checklist is optional).
 - The complete and original Military Rebate Form must be forwarded with the contract package to the DFT in order for the dealer to qualify for rebate reimbursement.

The Military Rebate Form:

- The form will be attached to the Dealer FSB Letter (please see last page)
- To receive the reimbursement, the Military Rebate form must be submitted **no later than 90 days from the contract date**. Rebate forms received beyond the 90 day reimbursement period will need to be approved by TMNA on a case by case basis.

TOYOTA BACKED PROTECTION
Driving Customers Back To Your Dealership



Toyota Financial Services is a service mark of Toyota Motor Credit Corporation (TMCC).
TMCC is the authorized attorney-in-fact and servicer for Toyota Lease Trust.

CAT REGION TOYOTA MILITARY \$1,000 REBATE PROGRAM PROGRAM GUIDELINES

RouteOne/eContracting

RouteOne Instructions:

- When completing the Entry Screen of RouteOne, type the words "Military Rebate" in the comments section as shown below:

The screenshot shows the 'Individual App' form in RouteOne. The 'Comments' field is circled in red and contains the text 'Military Rebate'. A red arrow points from the text 'Military Rebate' in the first instruction to this field. Other fields include 'Transaction Type: Retail', 'Send App to: LFS', 'Applicant Information' (Title, Home Ph. #, Address, etc.), 'Add Co-App (F7)', 'Sale Vehicle' (Intended Use, Year, Make, Model), 'Add Trade-In (F9)', and 'Contract Information' (Cash Price, Taxes, Rebate, etc.). At the bottom, there are buttons for 'SAVE & EXIT', 'SAVE & PRINT', and 'SUBMIT (F2)'. A red warning message is visible: 'Attention: By submitting this application the dealer acknowledges that all required disclosures have been read to all applicants.'

- You must also select "Military Rebate" from the drop-down list found under "Subjective Program":

The screenshot shows the 'Finance Source Specific Information' form. The 'TFS. Subjective Program' dropdown menu is open, showing a list of options: 'Select One', 'College Grad Finance Plan', '7FI* Program', 'Lease End Refi', 'OnePay Lease', 'Balloon Refi', 'College Grad Finance and Rebate', and 'Military Rebate'. The 'Military Rebate' option is highlighted in yellow. Below the dropdown, there are fields for 'TFS. Brokered Deal?' and 'TFS. Affiliate Information Sharing Election (FCRA)'.

TOYOTA BACKED PROTECTION
Driving Customers Back To Your Dealership



Toyota Financial Services is a service mark of Toyota Motor Credit Corporation (TMCC).
TMCC is the authorized attorney-in-fact and servicer for Toyota Lease Trust.

CAT REGION TOYOTA MILITARY \$1,000 REBATE PROGRAM PROGRAM GUIDELINES

RouteOne/eContracting (Cont'd)

eContracting can be used with this program.

Retail: Itemize cash in the "Special Program" field, found in the Down Payment section.

Down Payment

Cash Down Payment: \$

Rebates: \$

Special Program: **Military Rebate** \$

***Program Expiration Date:** / /

Other: \$

Deferred Down Payment: \$

Gross Allowance of Trade: \$

Payoff on Trade: \$

Net Trade-in Allowance: \$

Prior Credit or Lease Balance: \$

Lease: Itemize cash in the "Special Program" field, found in the Total Assets section.

Total Assets

Total Cash Payment: \$

Rebates and Noncash Credits: \$

Special Program: **Military Rebate** \$

***Program Expiration Date:** / /

Net Trade-In Allowance:

TOYOTA BACKED PROTECTION
Driving Customers Back To Your Dealership



Toyota Financial Services is a service mark of Toyota Motor Credit Corporation (TMCC).
TMCC is the authorized attorney-in-fact and servicer for Toyota Lease Trust.

TOYOTA MILITARY REBATE PROGRAM

To qualify for the Toyota Military Rebate Program, the following criteria must be met:

1. In current active duty status in the U.S. Military (Navy, Army, Air Force, Marines, National Guard, Coast Guard and Active Reserves) OR the U.S. Military Inactive Reserves (i.e., Ready Reserve) that are part of the Individual Ready Reserve, Selected Reserve and Inactive National Guard; OR
2. An honorably discharged Military veteran or retiree of the U.S. Military both within one year of their discharge date; OR
3. Household Member of an eligible U.S. Military personnel, including Gold Star family members; AND
4. Provide verifiable proof of military status or proof of active service is required at time of purchase in the form of one of the following documentation:
 - a. Leave and Earnings Statement
 - b. Military Identification Card (Please do not send Toyota Financial Services (TFS) a photo copy);
 - c. Veterans/Retirees DD Form 214
5. Receive a salary sufficient to cover ordinary living expenses and vehicle payments;
6. Be approved for credit by, and lease or finance the purchase of a new Toyota through, a participating Toyota dealer. **The maximum terms eligible for the Toyota Military Rebate Program are up to 72 months for Retail contracts and up to 48 months on Leases or Preferred Option (Balloon) contracts (where available).**

If the current program qualifications are satisfied, Toyota Motor North America ("TMNA") will pay the Rebate Amount listed below toward your retail installment sales contract or lease agreement (your "Obligation"). If your Obligation is a retail installment sales contract, the Rebate Amount will be treated as and become part of your down payment. If your Obligation is a lease, the Rebate Amount will be applied toward the amount due at lease signing or towards the capitalized cost reduction.

You are responsible for any applicable sales and other taxes arising in connection with the Rebate Amount. The Toyota Military Rebate Program may be modified or terminated at any time.

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

Rebate Amount		Dealer Name	
\$			
Year	Make	Model	Vehicle Identification Number (VIN)

Agreed To By:

Buyer/Lessee Signature

Date

Name:

Co-Buyer/Co-Lessee Signature

Date

Name:

Dealer Certification: By submitting this Rebate Form, the Dealer certifies that he/she has verified the customer meets the eligibility requirements under the **Toyota Military Rebate Program**. Should TMNA/TFS find that the eligibility requirements are not met, the Dealer will not be reimbursed for the Rebate Amount and may be subject to the remedies set out in the Dealer Agreement.

Dealer Signature

Date

Name: