



PROMOTIONS

01-23-PWC-UNT-US

Date: 08-08-2022
Recipients: Dealer Principal and General Manager
Subject: 2023 Sea-Doo® Pre-Order Sales Event



RETAIL PROMOTION

2023 SEA-DOO® PRE-ORDER SALES EVENT

PROMO PERIOD	AUGUST 7, 2022 TO MARCH 31, 2023
SELECT MARKET	ALL U.S. STATES
PRE-MADE ADS	AVAILABLE IN THE MARKETING CENTER

GENERAL TERMS & CONDITIONS

- Promotions Calendar**
 - All Sales Bulletins, including our General Terms and Conditions Sales Bulletin (00-22-BRP-US) and Financing General Terms and Conditions (02-22-BRP-US) can be accessed via this link [Promotion Calendars](#).
- Exclusions**
 - All sales of previously owned or previously registered vehicles, as well as units purchased for promotions such as giveaways, PR Demo units, Used Auction Units and inventory sold for Government, Commercial-Rental, Agriculture, Racing, Loaner and/or Rental purposes.
- B.E.S.T. Coverage**
 - When possible, increase your B.E.S.T. sales and profitability. **Maximum Coverage, including the Limited Warranty, is 60 Months for PWC.** The price lists can be found under [BOSSWeb / Knowledge Center / Documents & Articles / B.E.S.T. Guide](#)
- Dealer Assets**
 - Access advertising material via this link [BOSSWeb / Marketing / CO-OP Marketing Center](#). Enter your COOP Username and Password to access the advertising assets.
 - BRP Minimum Advertised Price Policy: Refer to Section 1a of the BOSSWeb Dealer Binder. Click on ComCenter and select Document. Choose Dealer Binder under Document Type. Select proper Product Line and Document Year, then submit.
- Retail Financing**
 - Refer to the Sales Bulletin available at the time of warranty registration for details regarding available rates, terms, and conditions. The only financing rates protected as part of the Pre-Order Sales Event are the promotional financing rates (1.99% for 36 months and the 4.99% for 60 months)

RETAIL PROMOTIONS

MY2023 MODELS	OFFER*
All Sea-Doo® models	2Y
	OR
	1.99% for 36 months (only with Sheffield Financial)
	OR
	4.99% for 60 months (only with Sheffield Financial)
*All states except Florida: 12-month BRP Limited Warranty + 12-month B.E.S.T. Coverage (Florida Only: 24-month BRP Limited Warranty) Units sold in the Northeast, Northwest and Central regions between Oct. 1, 2022 - May 31, 2023 will see their promotional warranty coverage expire on May 31, 2025.	
+ \$50 SALESPERSON REWARD ON THE RETAIL OF B.E.S.T. Requires retailing a minimum of 2-years of additional B.E.S.T. coverage	
+ BRP FINANCING OFFERS ON ALL 2023 MODELS Refer to the Sales Bulletin available at the time of warranty registration for details regarding available rates, terms and conditions.	

PROMOTIONAL CONDITIONS

KEY DATES & DEADLINES

Deadline to create a certificate for RXP-X Apex 300: **November 30, 2022**
 Deadline to create certificates for all other models: **March 31, 2023**
 Deadline to deliver & warranty-register units (Southeast & Southwest): **April 30, 2023**
 Deadline to deliver & warranty-register units (Northeast, Northwest & Central): **May 31, 2023**

PROGRAM GUIDELINES & RULES

- **Reminder:** Consumers **MUST pre-order** their **RXP-X Apex 300 model**. This model is pre-order exclusive and thus will not be available for consumers to pre-order after **November 30, 2022**. Keep in mind that after Model Mix, dealers will only be able to create certificates for the RXP-X Apex 300 model against their BTS, see Dealer Binder for details.
- All Pre-Order certificate must be created in BOSSWEB no later than **March 31, 2023**
- Customers who need a certificate are required to pay a \$500 deposit to qualify for the promotion (reimbursement criteria are explained below).
- Pre-Order Certificates are not transferrable, neither between dealers nor between customers.
- Only one of the two offer options can be selected per vehicle. Dealers will be charged back in the event that both the coverage and the promotional financing are selected at the time of warranty registration.
- Southeast and Southwest regions: Pre-Order Sales Event units must be delivered to customers and warranty-registered by **April 30, 2023**. Northeast, Northwest and Central regions: Pre-Order Sales Event units must be delivered to customers and warranty-registered by **May 31, 2023**. After this, unsold and unregistered Pre-Order Sales Event units no longer qualify for the deposit reimbursements and all promotional benefits will be forfeited.
- **Dealers must ensure that there are no more certificates created than their recommended order.**
- During warranty registration, enter the appropriate sale date and select the appropriate authorization number.
- Within the promotional dates of the program, it is possible to modify a certificate already created by simply clicking on the pencil next to the authorization number.
- Units do not have to be in dealer's inventory during this promotion.
- Refer to the attached instructions on how to create, complete, consult, modify and/or cancel a certificate on BOSSWeb.

PROMOTION PARTICULARITIES

- Benefits are intended exclusively for the original Pre-Order Sales Event buyer. The customer's name on the warranty registration and Pre-Order Certificate/Worksheet must match exactly.
- If there are discrepancies, BRP will forfeit all promotional offers and the **\$500 deposits will not be reimbursed**.
- **BRP will do an audit of the Sea-Doo® Pre-Order Sales Event.** Irregularities or non-compliance with program parameters may lead to sanctions including, without limitations:
 - A fine of \$1,000 if it is a 1st unit offense, followed by a forfeiture of PerformMAX eligibility on the unit in question and all other promotional offers.
 - Fines of \$2,500 / per unit when we are in the presence of multiple unit offenses, followed by the forfeiture of PerformMAX eligibility on the units in question and all other promotional offers.
 - In either case, any irregularity or non-compliance will result in an immediate and complete audit of all your current Sea-Doo® Pre-Order sales.

PROMOTIONAL CONDITIONS

\$500 DEPOSITS & REIMBURSEMENT PROCESS

- **On November 1, 2022**, dealers will be charged for all unused Pre-Order certificate created for a retail customer. This will be processed via a debit to your open parts account.
- Past that date, all certificates created will have their deposits charged to your open parts account every 2 weeks.
- **On a weekly basis beginning in November 2022**, you will receive deposit reimbursements in the form of credit invoices to your open parts account based upon unit registrations if all promotional terms and conditions have been honored.

PROMOTIONAL CONDITIONS

B.E.S.T. SALESPERSON REWARD

2023 MODELS

ADDITIONAL 2-YEARS (MIN) SOLD

All certificate models

\$50

Maximum Coverage, including the Limited Warranty, is **60 Months for PWC**. The price lists can be found under [BOSSWeb / Knowledge Center / Documents & Articles / B.E.S.T. Guide](#)

Example	Certificate Coverage	Term of B.E.S.T. Coverage Retailed	Total Coverage	Reward Earned
2023 Sea-Doo® model	2Y	2Y	4Y	\$50
2023 Sea-Doo® model	2Y	3Y	5Y	\$50
2023 Sea-Doo® model	2Y	1Y	3Y	None

How to become eligible for Salesperson Rewards (SPIFF)

- The BOSSWeb administrator, for your dealership, needs to create a profile on BOSSWeb for each salesperson. All fields must be filled out and include an accurate email address
 - F&I staff must have a salesperson profile to qualify for SPIFF
 - Any new salespeople added to your staff will require setting up a new profile, you cannot rename a previous profile
- Make sure the BRP Rewards box is checked (✓) under the user permission/sales section
- Salesperson must enroll at www.brpperformancerewards.com by clicking "Enroll Now" and fill out all required information. The same email address as what is listed in the BOSSWeb profile must be used
- Each salesperson must email a signed copy of their W-9 tax form to rewardhq@incentivegroup.com
Funds earned will be ON HOLD until ALL the steps above have been completed

How to earn Salesperson Rewards (SPIFF)

- A minimum of 2 years (24 months) of B.E.S.T. coverage must be retailed.
- At the time of warranty registration, the salesperson's name must be selected from the drop-down menu
 - If the name of the salesperson is not available, refer to steps 1 & 2 of "How to become eligible for Salesperson Rewards (SPIFF)" section
- Complete the B.E.S.T. Contract Registration process on BOSSWeb for the corresponding serial number

Payments Schedule

- Starting January 2023, BRP will extract all qualifying VINs and validate that a B.E.S.T. contract of a minimum of 24 months was retailed
- Once the validation is completed, SPIFF funds earned will be paid out
- Payments will be issued on a monthly basis for the previous month's retail
 - E.g. The February 2023 payment will contain the SPIFF funds earned in January 2023
- The first batch of funds will be loaded to the pre-paid debit cards in January 2023 and will be for SPIFF earned between 08/01/2022-12/31/2022

Pre-Paid Debit Card

- Once enrollment is completed and a qualifying unit is sold, a reloadable Visa SPIFF Card will be issued to the salesperson within 4 weeks. In some cases, delivery of card may require additional time. See the Visa Terms of Use Agreement for Awards Card details. This document will be sent to you with your Visa Prepaid Reward Card.
- Pre-paid debit cards will be issued only once a qualifying unit/B.E.S.T. contract is retailed
- Keep your card for future salesperson rewards
- If your card is lost or stolen, please refer to the "How to reach BRP Performance Rewards Headquarters" section. Replacement of a lost or stolen card will be free of charge.

The Incentive Group, Inc (TIG) Responsibilities

- TIG is the loyalty agency retained by BRP to provide management and administration of the program.
- The IRS requires a 1099 be filed for anyone receiving over \$600 in the calendar year. Therefore, The Incentive Group, Inc (TIG) will ask you to provide proper W-9 tax form for compliance with IRS regulations.

BRP Responsibilities

- BRP US Inc. is required by law to report to the Internal Revenue Service (IRS) all amounts paid to non-employees equal to or greater than \$600 in total for the calendar year.

Exclusions

- PR Demo units, Used Auction Units and inventory sold for Government, Commercial-Rental, Agriculture & Ranch / Farmer, Racing, Loaner and/or Rental purposes are excluded from this offer.

How to reach BRP Performance Rewards Headquarters

- E-mail:** rewardhq@incentivegroup.com
- Phone:** 800-747-1400 Ext. 155
- Mail:** 399 Knollwood Road, Suite 104, White Plains, NY 10603

Promotion Communication

- The salesperson incentive will not be advertised.

RETAIL FINANCING

FINANCING ON 2023 MODELS

- | | |
|------------------------------|--|
| Promotional Financing | <ul style="list-style-type: none"> Refer to the Retail Promotions section for model eligibility |
| BRP Financing Offers | <ul style="list-style-type: none"> Eligible Models: All 2023 Sea-Doo® watercraft models unless otherwise noted Offers can always be combined with current offers, unless otherwise noted |
| Standard Financing | <ul style="list-style-type: none"> Offers can always be combined with current offers, unless otherwise noted |

PROMOTIONAL FINANCING

Loan Term	Sheffield Financial
36 months (Tier A-B)	1.99%
60 months (Tier A-B)	4.99%

Special BRP Financing Through Sheffield Financial

Program	60 months
No Interest for 5 Months and No Payment for 6 Months	7.99%*

*Example: On a 8/1/2022 financed amount of \$7,500, your down payment is \$0, no interest for 5 months and no payment for 6 months followed by 60 monthly payments of \$152.02 each. The interest rate is 7.99% [APR is 6.80%].

Note: The above financing programs are offered by Sheffield Financial, a division of Truist Bank. Member FDIC. Subject to credit approval. Approval, and any rates and terms provided, are based on credit worthiness. Other financing offers are available. See your local dealer for details. Rate advertised is based on minimum bureau risk score of 700. Minimum amount financed \$1,500; Maximum amount financed \$75,000. Other qualifications and restrictions may apply. Offer effective on eligible and qualified units purchased from a participating dealer. See dealer for product eligibility and qualifications **between August 7, 2022 and March 31, 2022**. Offer subject to change without notice.

BRP FINANCING OFFERS

SHEFFIELD FINANCIAL

Tier (FICO)	TERMS (NEW UNITS)					NO-NO 6 MONTH ¹ Up to 60 Months	SHEFFIELD STANDARD		
	36 Months	60 Months	72 Months ²	84 Months ³	96 Months ⁴		36 to 60 Months*	72 Months*	84 Months*
A (≥730)	4.99%	7.49%	7.99%	8.49%	6.49%	10.49%	7.99%	8.49%	8.99%
B (700-729)	5.99%	8.49%	8.99%	9.49%			8.99%	9.49%	9.99%
C (675-699)	6.99%	9.49%	9.99%	11.99%	11.49%		12.99%	13.49%	
D (650-674)	12.49%	12.49%					13.49%	15.99%	
E (620-649)							15.99%		
Thin Credit Tier		14.49%							

*Dealer incentive paid on Sheffield Standard rates only (2016 model years and higher)

*See Sheffield's current rate sheet for full details, terms and changes in standard rates

*\$100 Dealer Incentive paid on Loan Amounts \$5,000-\$9,999
 *\$200 Dealer Incentive paid on Loan Amounts \$10,000 to \$14,999
 *\$300 Dealer Incentive paid on Loan Amounts \$15,000 to \$19,999
 *\$500 Dealer Incentive paid on Loan Amounts \$20,000 to \$24,999
 *\$600 Dealer Incentive paid on Loan Amounts \$25,000 to \$29,999

*\$700 Dealer Incentive paid on Loan Amounts \$30,000 to \$34,999
 *\$800 Dealer Incentive paid on Loan Amounts \$35,000 +
 *Standard Rate Loans: Dealer incentive paid at funding based on amount paid to dealer. Dealer incentive paid will be charged back in the event the loan is paid in full within the first six months or charged-off with fewer than 6 payments made.

¹No down payment, No interest, with payments - after 6 months, 10.50% APR. First payment due 35 days after loan is finalized.

²Minimum loan amount of \$7,500.

³Minimum loan amount of \$15,00.

Continue to the next page to view BRP Financing Offers through

CITIBANK.

RETAIL FINANCING

FINANCING ON 2023 MODELS

- Promotional Financing**
 - Refer to the Retail Promotions section for model eligibility
- BRP Financing Offers**
 - Eligible Models: All 2023 Sea-Doo® watercraft models unless otherwise noted
 - Offers can always be combined with current offers, unless otherwise noted
- Standard Financing**
 - Offers can always be combined with current offers, unless otherwise noted

BRP FINANCING OFFERS

CITIBANK, N.A.

TERMS					NO-NO 6 MONTHS*
Reference Tier	Citi Tier	60 Months	72 Months	84 Months	
A	1	7.49%	7.99%	8.49%	13.49%
B					
C	2	9.49%	9.99%	11.99%	
D	3	13.49%	13.49%		
E					

***No Down payment, No interest**, with a minimum monthly payment of 1% with credit approval for qualifying purchases made on the BRP Card at participating dealers. Depending on credit quality, eligible purchases will be charged no interest for 6 months from the transaction date. Thereafter, you will be charged 13.50% APR depending on credit worthiness. **Minimum Interest Charge \$2.**

NON-VEHICLE NO DOWN PAYMENT NO INTEREST

No interest if paid in full within 6 months on non-vehicle BRP purchases of \$250 or within 12 months on non-vehicle BRP purchases of \$500 or more. Includes PAC purchases and service. Interest will be charged to the customer's account from the purchase date if the purchase balance is not paid in full within 6 or 12 months.

Continue to the next page to view BRP Financing Offers through
ROADRUNNER.

RETAIL FINANCING

FINANCING ON 2023 MODELS

- Promotional Financing** • Refer to the Retail Promotions section for model eligibility
-
- BRP Financing Offers** • Eligible Models: All 2023 Sea-Doo® watercraft models unless otherwise noted.
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-
- Standard Financing** • Offers can always be combined with current offers, unless otherwise noted.

BRP FINANCING OFFERS

ROADRUNNER FINANCIAL

TERMS

Tier (Minimum FICO)	24 Months	36 Months	48 Months	60 Months	72 Months	84 Months
A (740)		4.99%		7.49%	7.99%	8.49%
B (700)		5.99%		8.49%	8.99%	9.49%
C (675)		6.99%		9.49%	9.99%	11.99%
D (660)	13.99%			14.49%	14.99%	
E (630)	16.49%				17.49%	
F (600)	17.99%					
G (580)	19.99%					
H (First time buyer)	19.99%					
I (550)	20.99%					

2023 SEA-DOO® PRE-ORDER SALES EVENT

STEP-BY-STEP INSTRUCTIONS TO CREATE A CERTIFICATE:

1. Please click on this link [BOSSWeb / Sales / Order Management System / Select Sea-Doo / Add/Define Pre-Sold Order](#)
2. The model selector will show the available for sale units and in which delivery period
3. Select the model by typing "1" in the desired delivery period then click on submit (**you can only do 1 at a time**)
4. Complete all mandatory fields in the Customer Information section. Prior to completing the form on BOSSWeb, use a printed **Worksheet** while talking with your consumer. A copy of this Worksheet can also be found at the end of this document.
5. Once all selections have been made and customer information input, click the green arrow in the upper right-hand corner of the screen to **submit**.
6. If all fields are completed and no errors are detected, an authorization number will be generated, and the certificate will appear on the screen.
7. The authorization number is unique and will be required at the time of warranty-registration

STEP-BY-STEP INSTRUCTIONS TO CONSULT/MODIFY/CANCEL A CERTIFICATE:

1. Please click on this link [BOSSWeb / Sales / Order Management System / Select Sea-Doo / Manage Pre-Sold Order\(s\)](#)
2. To define an existing order as a Pre-Order order, select the radio button next to the order and click on the green arrow. Complete all mandatory fields in the Customer Information section. Prior to completing the form on BOSSWeb, use a printed Worksheet while talking with your consumer. Once all selections have been made and customer information input, click the green arrow in the upper right-hand corner of the screen to submit. If all fields are completed and no errors are detected, an authorization number will be generated, and the certificate will appear on the screen.
3. To modify / cancel a unit – select "Manage Pre-Sold Order(s)":
 - Your Authorization Numbers List will appear. You can edit a Sea-Doo Certificate at any time as long it is **prior to "Load Building"**. To access a given certificate
 - To modify, click on the pencil icon on the given unit and make the changes required then submit
 - To cancel, click on the red button underneath the cancel column for the given unit
 - Each line within this screen will display a selected model (SKU and description), a brief description of the promotion, the customer's name, the sales document to which it is linked and the certificate status.
- All cancellation requests will go under review and can't be modified until processed
- If the Pre-Order Certificate was **made on an existing order**: The sales program code will be changed to its original and the order will be available again after it's reviewed.

*You can modify a certificate already created, but **only prior to the unit being put into "Load Building"***

2023 SEA-DOO® PRE-ORDER SALES EVENT WORKSHEET

Promotional Guidelines:

A \$500 customer deposit is required to purchase a 2023 Sea-Doo® watercraft under the Pre-Order Sales Event. Complete and sign this Worksheet to secure your Promotion benefits. Accept delivery of your new Sea-Doo® watercraft as instructed by your dealer.

CUSTOMER INFORMATION

NAME	FIRST NAME
ADDRESS	CITY
STATE	ZIP CODE
PHONE # - HOME	PHONE # - WORK
EXACT E-MAIL ADDRESS (Mandatory for CSI survey invitation)	
<input type="checkbox"/> Check here if you prefer NOT being contacted by e-mail	

Complete the following information:

Model Name:		Engine:		Color:	
Package Name:		SKU #:			

ONLY choose ONE of the options below (if applicable):

- 2-YEAR EXTENDED COVERAGE**
(All states except FL: 12 months BRP Limited Warranty + 12 months B.E.S.T. Coverage, FL Only: 24-month BRP Limited Warranty)
- 1.99% FOR 36 MONTHS**
(Only eligible with Sheffield Financial)
- 4.99% FOR 60 MONTHS**
(Only eligible with Sheffield Financial)
- UNITS SOLD TO COMMERCIAL AND GOVERNMENT ACCOUNTS**
(Not eligible for the Pre-Order Sales Event offer, only select this option to reserve the unit, \$500 deposit required.)

Choose ALL applicable options (if applicable):

- PURCHASED ADDITIONAL EXTENDED COVERAGE (_____ MONTHS)**
(Maximum B.E.S.T. Coverage, Including the Limited Warranty, is 5 Years (60 months))
- BRP FINANCING OFFERS***
(Refer to the financing offers effective at the time of delivery for all details regarding available rates, terms and conditions.)
*Cannot be combined with the promotional financing option listed above

CUSTOMER SIGNATURE

DATE (MM/DD/YY)

PAYMENT METHOD

FOR DEALER USE – Use this worksheet to create the Sea-Doo Pre-Order Sales Event Certificate on BOSSWeb. Please keep a copy of this worksheet in your customer's file.