



PROMOTIONS

03-23-PWC-UNT-US

Date: 08-08-2022
Recipients: Dealer Principal and General Manager
Subject: Retail Promotion



RETAIL PROMOTION

PROMO PERIOD	AUGUST 8, 2022 TO OCTOBER 31, 2022
SELECT MARKET	ALL U.S. STATES
PRE-MADE ADS	AVAILABLE IN THE MARKETING CENTER

OFFER

MODELS	OFFER
All MY23 Models	SPIFF + BRP Financing
All MY22-20 Models	SPIFF + BRP Financing
	OR
	SPIFF + No payment for 6 months

GENERAL TERMS & CONDITIONS

Promotions Calendar	<ul style="list-style-type: none"> All Sales Bulletins, including our General Terms and Conditions (00-22-BRP-US) and Financing General Terms and Conditions (02-22-BRP-US) can be accessed via this link Promotion Calendars.
Exclusions	<ul style="list-style-type: none"> 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.
Credit Issuance	<ul style="list-style-type: none"> Credits for the retail rebates will be issued to your parts account on a weekly basis, if the eligible units are registered within promotion parameters. For payment details, click on this link BOSSWeb / Sales / Promotion Status.
B.E.S.T. Coverage	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> 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.

PROMOTIONAL CONDITIONS

B.E.S.T. SALESPERSON REWARD

MODELS

ADDITIONAL 2-YEARS (MIN) SOLD

All MY23-20 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	Term of B.E.S.T. Coverage Retailed	Reward Earned
GTX 300	3Y	\$50
GTX 300	2Y	\$50
GTX 300	1Y	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

- At the beginning of each month, 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 September 2022 payment will contain the SPIFF funds earned in August 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 2023-2020 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 2023-2020 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 |

Special BRP Financing Through Sheffield Financial for MY22-MY20

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

TERMS (NEW UNITS)						NO-NO 6 MONTH ¹	SHEFFIELD STANDARD		
Tier (FICO)	36 Months	60 Months	72 Months ²	84 Months ³	96 Months ⁴	Up to 60 Months	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, 10.49% 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 2023-2020 MODELS

- | | |
|------------------------------|---|
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| Standard Financing | <ul style="list-style-type: none"> 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 2023-2020 MODELS

- Promotional Financing**
- Refer to the Retail Promotions section for model eligibility
-
- BRP Financing Offers**
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- Standard Financing**
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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%					