



College Graduate Program

Effective Dates: February 1, 2017 – January 2, 2018

Bulletin Number: V1701-30M_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 MY 15 VW TDI programs V1704-79L & 81R.

| | |
|------------------------|--|
| Program Benefits | <p>Leasing</p> <p>VCI Premium Rates/Advances (see below) Security deposit is not required \$500 Customer Bonus</p> <hr/> <p>Retail Financing</p> <p>VCI Premium Rates/Advances (see below) \$500 Customer Bonus</p> <hr/> <p>Driver's Option</p> <p>VCI Premium Rates/Advances (see below) \$500 Customer Bonus</p> <hr/> <p>Certified Pre-Owned</p> <p>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"> • New and Near New Volkswagen vehicles (See Vehicle Definition and Eligibility Matrix in Financing Handbook) • Certified Pre-Owned Volkswagen vehicles (Retail Financing Only) |
| Rates / Advance | <p>Effective February 1, 2017</p> <ul style="list-style-type: none"> • All original "Tier 2" credit tiers will be eligible for auto approval at "Tier 2" Tier rates and advance. • All original "Tier 3-8" credit tiers will qualify for "Tier 4" rates and advance. |
| 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 -- <i>does not apply to Certified Pre-Owned vehicles</i> • 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 <i>Optional documentation for original Tier 2 customers only.</i></p> <p>² <i>Optional documentation for original Tier 3-4 customers only.</i></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” credit tiers will be eligible for auto approval at “Tier 2” rates and advance.
 4. All original “Tier 3—8” 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.

- 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

| Amount due at Lease signing or delivery: | | * Itemization of Amount Due at Lease Signing or Delivery | | |
|--|-------------|--|----------------------|---|
| Capitalized Cost Reduction | \$ 500.00 | | + \$ N/A | |
| First Monthly Payment | + \$ 300.00 | | + \$ N/A | |
| Single Payment | + \$ N/A | | + \$ N/A | |
| Refundable Security Deposit(s) | + \$ N/A | | + \$ N/A | |
| Registration fees | + \$ N/A | | + \$ N/A | |
| Title fees | + \$ N/A | | + \$ N/A | |
| Acquisition fee | + \$ 625.00 | | + \$ N/A | |
| Documentation fees | + \$ N/A | | + \$ N/A | |
| | | Total | = \$ 1,425.00 | |
| | | | | <----> Total = \$ 1,425.00 |

- 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

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



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.

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|--|
| 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: _____