

WHAT'S NEW IN THE 2013 PROGRAM FOR GM ACCESSORIES?

Mix and Match the GM Accessories that work best for your customers and their work vehicles!

\$400 GM Accessory Allowance for:

- 1500 Silverado/Sierra
- Chevrolet Avalanche
- Savana/Express Passenger Vans

Business owners receive \$400 when they install at least \$400 of eligible GM Accessories on their Silverado or Sierra 1500, Avalanche or Express/Savana Passenger Van.

\$1,000 GM Accessory Allowance for:

- 2500/3500 Silverado/Sierra

Business owners receive \$1,000 toward their eligible vehicle when they install at least \$1,000 of GM Accessories on 2500 & 3500 full-size trucks.

FULL PROGRAM DETAILS ON
GM GLOBALCONNECT

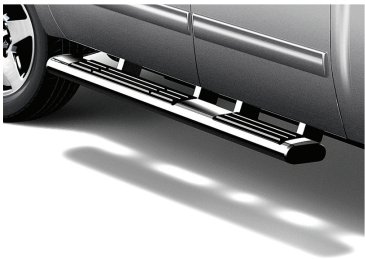
For a full list of eligible GM Accessories, visit GM Accessories Zone at www.gmaccessorieszone.com.

All compatible GM Accessories for Silverado/Sierra 2500 & 3500 full-size trucks are eligible.

Amounts include parts and labor.

LPOs are not eligible for the Business Choice Program.

Overview of customer program can be found at www.gmbusinesschoice.com.



The 2013 Business Choice Program runs from January 2, 2013 through September 30, 2013.



Business Choice HelpDesk: 888-566-6393
www.gmbusinesschoice.com



Express Dealer Accessories



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2013 Business Choice Structure

Please refer to the following admin messages for complete program details.

Admin Msg. 13-36B: [2013 GM Business Choice Program - GM Accessories or Upfit Equipment Cash](#)

Admin Msg. 13-36A: [2013 GM Business Choice Program - Adrian Steel Ship Thru Packages](#)

Business Maintenance Plan (2yr 30K – LOF – Tire Rotations & 27-Point Inspection) Plus

Upfit Cash

Up to \$1200 Vans/Ship Thru Cutaway Cargo	\$750 Chassis Cabs	\$1000 GM Accessory 2500/3500 Trucks	\$400 GM Accessory 1500 Trucks/ Passenger Van
		OR	OR
		\$500 Upfit Cash (plus \$500 Snow Plow)	\$200 Upfit Cash (plus \$200 Snow Plow)

2013 Business Choice Spiff Tiers

For Sales Consultants and Sales Managers

1500 Trucks			2500/3500 Trucks		
	SC*	SM**		SC*	SM**
\$750 - \$999	\$50	\$25	\$1250 - \$1499	\$50	\$25
\$1000 - \$1499	\$75	\$50	\$1500 - \$1999	\$75	\$50
\$1500 - \$1999	\$100	\$75	\$2000 - \$2499	\$100	\$75
\$2000 & Up	\$150	\$100	\$2499 & Up	\$125	\$100

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Eligible GM Accessories for \$400/\$1,000 Upfit Cash

For a full list of eligible GM Accessories, visit GM Accessories Zone at www.gmaccessorieszone.com.

BED PRODUCTS

- Bedliner
- Bed Mat
- Bed Net
- Bed Rail Protectors
- Bed Rug
- End Gate Handle
- Tailgate Liner
- Tailgate Protector
- Tie Down Hooks - Bed Mounted
- Tonneau Cover - Hard Folding
- Tonneau Cover - Soft Folding
- Tonneau Cover - Soft Roll-Up
- Tool Box
- Tubular Bed Rails

CARGO MANAGEMENT - EXTERIOR

- Hitch-Mounted Bicycle Carrier
- Hitch-Mounted Ski Carrier
- Hitch-Mounted Stowage Compartment
- Roof Rack Cross Rail Package
- Roof Rack Side Rails

CARGO MANAGEMENT - INTERIOR

- Cargo Area Liner
- Cargo Net
- Front Floor Console Coin and CD-DVD Holder
- Front Floor Console Organizer
- Underseat Storage Box

CARGO MANAGEMENT SYSTEM

- Bed Divider - Sliding
- Center High Mount Stop Lamp
- Ladder Rack
- Overhead Utility Rack - Load Stops
- Overhead Utility Rack or Bed Divider

ELECTRONICS

- Audio
- Cable - Portable Music Player
- Driver Information Center
- Heated Seat Kit
- Remote Start
- RSE - Headphones
- RSE - Head Restraint DVD System
- Wheel Theft Deterrent System

EXTERIOR

- Assist Steps
- Brush Grille Guard
- Decal/Stripe Package
- Door Handles
- Fender Flares
- Fog Lamps
- Fuel Door
- Molded Hood Protector
- Outside Rear View Mirror Cover
- Outside Rear View Mirrors
- Reflective Triangle
- Side Window Weather Deflector
- Splash Guards - Front Molded
- Splash Guards - Rear Flat or Molded
- Sunroof Weather Deflector
- Taillamp Guards
- Tow Hooks
- Wheel House Liner

INTERIOR

- Door Sill Plates
- Door Step Shields
- Floor Mats - Front/Rear Carpet Replacements
- Floor Mats - Front/Rear Molded Carpet
- Floor Mats - Front/Rear Premium All Weather
- Floor Mats - Front/Rear Vinyl Replacement
- Smoker's Package
- Sunshade Package

PERFORMANCE

- Exhaust Tip - OE or Cat-Back

SECURITY AND PROTECTION

- Fire Extinguisher
- First Aid Kit
- Roadside Assistance Package
- Wheel Lock Kit

TRAILERING

- Hitch Ball Assembly
- Hitch Ball Mount Assembly
- Hitch Pin - Locking
- Hitch Trailering Package
- Trailer Wiring Adapter
- Hitch Trailering Package

Accessories will vary by vehicle and model. Above list is from www.gmaccessorieszone.com.

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Customer Eligibility

To be eligible for Business Choice, your customer has to be able to answer "Yes" to three simple questions. Your customer will also need to furnish you with a copy of an eligible business document to verify their small business ownership.

TYPES OF CUSTOMERS

A sampling of potential GM Business Choice customers include:

- Construction
- Agriculture
- Service
- Retail
- Plumbing
- Heating & Cooling Electrical
- Manufacturing
- Transportation
- Landscaping
- Delivery

ELIGIBILITY QUESTIONS

Any customer who can answer "Yes" to these three questions is eligible for GM Business Choice:

1. Are you a business owner?
2. Is the vehicle used in the day-to-day operation of your business and not solely for transportation purposes?
3. Can your customer provide an eligible business document?

ELIGIBLE DOCUMENTS

To verify their small business ownership, you customer may present any of the following eligible business documents.

For audit purposes, keep a copy of the eligible document the customer presents and retain it in the vehicle deal jacket.

- GM Fleet Account Number (FAN)
- DBA (Doing Business As)
- Sales Tax License
- State Business License or State/Federal Business Tax ID Certificate
- State Occupational License for Trade (For example: plumbers, electricians, contractors, etc.)
- Municipalities (in lieu of bid assistance, vehicle must be in the name of the municipality)
- Municipal Business License
- Prior-year Schedule C (Form 1040) or Schedule F (Form 1040-farmers only)
- Crop or Livestock Insurance
- Federal Land Use Restriction and/or Land Grant Subsidiary Documentation
- Commercial General Liability Insurance Policy/ Public Liability Insurance Policy and/or Workmen's Compensation Insurance Policy
- State or Federal Authorized Business Website (must have .gov website address)
- Pocket List of Railroad Officials Guide (only eligible when Railroad Operators Incentive is not used)
- 2011 Business Tax Forms
- Timber Registration Number
- Agriculture ID
- Farmer's General Liability Insurance
- Articles of incorporation
- Tax Form 1120-S
- Tax Form 1065

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