

REVISED 5-29-19

YAMAHA OUTBOARDS

SPRING SAVINGS

SALES EVENT



OFFER VALID FROM
MAY 29, 2019–JUNE 30, 2019

For a limited time, purchase an eligible new Yamaha four-stroke outboard and receive:

UP TO \$500 IN DEALER CREDIT

on the purchase of select, eligible
2.5-hp to 75-hp four-stroke outboards*

Up to \$500 in dealer credit toward the purchase of additional goods/
services from your authorized participating Yamaha Outboard Dealer.

5 YEARS OF WARRANTY PROTECTION†

on the purchase of select, eligible
90-hp to 300-hp four-stroke outboards*

Three years of Yamaha Limited Warranty Coverage, along with the
additional protection of a two-year Yamaha Extended Service (Y.E.S.)
plan. That's a total of five years coverage at no additional cost!

PROMOTION INSTRUCTION MANUAL AND DEALER PARTICIPATION AGREEMENT

   YamahaOutboards.com

Reliability Starts Here.*



YAMAHA PROMOTION PROCESSING CENTER

9 Rancho Circle • Lake Forest, California • 92630 • 949-789-2965 • Fax: 949-789-0634

Yamaha Outboards “Spring Savings” Sales Event Promotion Instruction Manual and Dealer Participation Agreement

Promotion Highlights

WHAT:

- Retail Consumer benefit model eligibility is new (unused, and not previously warranty registered) select 2.5 - 300 hp four-stroke Yamaha outboards as contained in Chart on Page 4 only. To be eligible, models must also have been manufactured since **January 2012**. Any outboards manufactured prior to **January 2012** are not eligible.
- **Consumer Benefit offered for outboards is based on horsepower of eligible models as follows:**
 - **Promotion Consumer Benefit for eligible new 2.5-75 hp four-stroke models*** is a consumer credit based on MSRP towards the purchase of goods and/or services at the authorized participating Yamaha Outboard Dealer that sold the outboard, at no extra cost to the purchasing consumer (“Promotion Consumer Credit Benefit”). *New models introduced after December 1, 2018 are not eligible for this promotion, including but not limited to the following four-stroke outboards: T25LWTC, T25XWTC, F20SMHB, F20LMHB, F20SWHB, F20LWHB, F20SWB, F20LWB, F20SWPB, F20LWPB, F20LWPHB. NO BENEFIT SUBSTITUTIONS.
 - **Promotion Consumer Benefit for eligible new 90-300 hp four-stroke models** is a 24-month Yamaha Extended Service (Y.E.S.) contract at no extra cost to consumer (“Promotion Consumer Y.E.S. Benefit”). (Choice offered to Florida Residents is a 24-month Yamaha Limited Warranty). NO BENEFIT SUBSTITUTIONS.

Dealers are responsible for a portion of Promotion Benefit costs based on outboard technology and outboard horsepower. Refer to Consumer Value and Dealer Cost charts on page 5 of this manual.

Dealers are responsible for any additional benefits and/or cost of items they choose to offer the purchasing consumer that are not covered in the Promotion benefits.

WHEN:

This Promotion is only applicable for eligible outboard models that are sold, delivered, PDI (Pre-Delivery Inspection) completed and warranty registered on YMBS by an authorized participating Yamaha outboard dealer between the dates of May 29, 2019 - June 30, 2019. Any outboard sold, delivered, PDI (Pre-Delivery Inspection) completed and/or warranty registered before or after these dates is not eligible.

WHERE:

- Only applicable from participating authorized Yamaha outboard dealers in the USA sold to purchasing consumer residing in the USA.

HOW:

- To be authorized to participate in and offer this promotion, an authorized dealer principal must verify acceptance on behalf of the dealership to all terms, conditions and procedures defined in this Promotion Dealer Instruction Manual. Complete details explaining how to become an authorized participating dealer either on an annualized basis, or for this specific retail promotion only are explained on page 7 of this manual.
- This promotion is limited to available eligible stock in dealer inventory that is sold, delivered, PDI (Pre-Delivery Inspection) completed and warranty registered by dealer on YMBS (Yamaha Marine Business System) during the applicable dates in accordance with Yamaha’s Promotion and warranty registration requirements. The PDI must be completed by Dealer prior to warranty registration and delivery to customer. No model substitutions, benefit substitutions, rain checks or extensions will be allowed. NO EXCEPTIONS.
- Authorized participating dealers will be required to answer unique promotion questions to verify a dealer principal has approved the outboard to be submitted for promotion consideration and agrees to all promotion terms, conditions and procedures as they warranty register each eligible outboard on YMBS.
- Any outboards that are warranty registered to any dealer and/or distributor, including but not limited to an authorized Yamaha dealer, are not eligible for this promotion. Any outboards that are warranty registered to employees of authorized Yamaha dealers are not eligible for this promotion, unless the dealer employee sale is first reviewed and approved in writing by Yamaha.
- **Commercial, rental, camp, resort, guide, promotional/demo and government agency use units are not eligible. Units sold or provided by Yamaha for competition, tournament, promotion or sponsorship use are not eligible.**
- **All promotion benefits must be provided to the purchasing consumer at no additional cost.**
- **Dealers are also required to identify either the Promotion Consumer Y.E.S. Benefit, or the full Promotion Consumer Credit Benefit as a line item on the consumer Bill of Sale.**
- Yamaha reserves the right to request a copy of the Bill of Sale and/or any other documents for any transaction submitted for promotion consideration.
- **This promotion cannot be used in conjunction with any other offer made by Yamaha. Some exceptions may apply. This offer is not transferable.** Yamaha reserves the right to change or cancel this promotion at any time.

Additional terms, conditions and procedures apply. For a complete definition of the terms, conditions and procedures of this Promotion, please refer to the Yamaha Outboards “Spring Savings” Sales Event Promotion Instruction Manual and Dealer Participation Agreement.



Yamaha Outboards “Spring Savings” Sales Event Promotion Instruction Manual and Dealer Participation Agreement

Procedures for utilizing the Promotion Registration

- The last day a sale of an eligible outboard for Consumer Benefit will be considered for this promotion is **June 30, 2019**.
- All eligible outboards warranty registered will be considered for promotion eligibility as soon as your dealer number is listed in YMBS as an authorized participating dealer that has completed one of the Yamaha Outboards “Spring Savings” Sales Event Promotion Dealer Participation Agreement options defined on page 7 of this manual.
- To register an outboard for this promotion, dealer must access the YMBS and enter the Warranty Registration section for New Yamaha Outboards.
- Upon entering the Warranty Registration section, dealer will be asked to enter the outboard Primary Identification Number. The system will then ask you to confirm agreement to the Pre-Delivery Inspection (PDI) notice. Next, **the system will automatically verify if your dealer number has been authorized to participate in this promotion. No Exceptions.**
- If your dealer number IS LISTED in the system as a participating dealer, the system will automatically skip to the next step of registration. If your dealer number is NOT LISTED on the authorized dealer list for this promotion, **then access to the promotion registration section will be denied** to your dealership until you have completed one of the Yamaha Outboards “Spring Savings” Sales Event Dealer Participation Agreement options defined on page 7 of this manual.
- Next, the system will define the Consumer Benefit available including the retail value of the Consumer Benefit along with the required dealer portion of the promotion benefits cost. You will be required to confirm if your decision is to decline offering a Consumer Benefit for this specific outboard.
- Next, the system will ask you to verify that a dealer principal has reviewed and approved to submit this eligible outboard for this Promotion and agreed to all promotion terms, conditions and procedures as identified on the Yamaha Outboards “Spring Savings” Sales Event Promotion Instruction Manual and Participation Agreement. **If you answer NO** to the question “has a dealer principal reviewed and approved to submit this eligible outboard for this promotion,” **then the system will inform you that this promotion registration request has been denied** based on dealer decline of promotion terms, conditions and procedures. **If you answer YES**, the system will then continue with the warranty registration process.
- **If the eligible outboard qualifies for a Promotion Consumer Credit Benefit and the dealer has requested the Promotion Credit Benefit to be issued**, Yamaha will issue a credit for Yamaha’s portion of the Promotion Consumer Credit Benefit as defined on the appropriate Promotion Benefit Chart listed on page 5, to the dealer’s parts account, upon final verification that the outboard registered has met all promotion terms, conditions and procedures.
- **If the eligible outboard qualifies for a Promotion Consumer Y.E.S. Benefit and the dealer has requested the Promotion Y.E.S. Benefit to be issued**, Yamaha will deliver a Y.E.S. Certificate to the registered owner upon final verification by Yamaha that the outboard registered has met all terms, conditions and procedures. **Please allow 6-8 weeks for delivery of certificate to the registered owner. Florida customers will not receive a Y.E.S. contract in the mail.** Please contact the Y.E.S. Department with any questions regarding the delivery of Y.E.S. certificates, 1-800-559-0325, ext. 2, opt. 3. Once the promotion benefit has been issued, the dealer portion for the Promotion Y.E.S. Benefit cost as defined on the appropriate Promotion Benefit Chart listed on page 5 will be reduced from the dealership co-op accrual account for any outboard approved for this promotion. If dealer does not have sufficient co-op accrual funds available, the dealership cost portion of the Y.E.S. Benefit will be charged to the dealership’s parts account.
- Do **NOT** order a Yamaha Extended Service (Y.E.S.) contract on YMBS for any outboard you warranty register that is eligible for this Promotion if you have selected the Y.E.S. Benefit as the retail consumer benefit choice. The Promotion Y.E.S. contract will be processed directly by Yamaha upon validation that the sale has met all Promotion terms, conditions and procedures. Any Y.E.S. contracts ordered by the dealer will be billed directly to the dealer’s parts account at published dealer cost.
- A status report of outboards submitted for promotion consideration will be posted online via YMBS in the Sales tab > Retail Promotions sub-tab. The status report provides information regarding the sale, specifically whether or not the serial number has been validated and the consumer benefit has been processed. This status report will be updated on a daily basis and will be accessible 24/7 during the promotion dates.

Additional terms, conditions and procedures apply. For a complete definition of the terms, conditions and procedures of this Promotion, please refer to the Yamaha Outboards “Spring Savings” Sales Event Promotion Instruction Manual and Dealer Participation Agreement.



Yamaha Outboards “Spring Savings” Sales Event Promotion Instruction Manual and Dealer Participation Agreement

Additional Recommendations

Review all information for accuracy

- To avoid problems and delays, please carefully review all information submitted for this promotion to be sure it is complete and accurate.
- If an outboard is incorrectly registered to the wrong owner and/or a promotion benefit is either issued or registered in error and a correction must take place, the dealer will be charged a \$100 administrative fee per outboard to your dealership’s parts account. In addition, the total amount of any promotion benefits previously issued toward an outboard in question may be charged back to the dealer’s parts account if it is determined that the sale of the outboard in question did not comply with all Promotion terms, conditions and procedures.
- Any costs, expenses or fees incurred by Yamaha will be charged to the dealer’s parts account if Yamaha has to settle a dispute with a consumer who was not eligible for this promotion because the dealer failed to comply with the promotion terms, conditions and procedures as defined in the Yamaha Outboards “Spring Savings” Sales Event Promotion Instruction Manual and Participation Agreement.
- For a complete definition of the terms, conditions and procedures of this promotion, please refer to the Yamaha Outboards “Spring Savings” Sales Event Promotion Instruction Manual and Participation Agreement.

Register all units properly (failure to do so may also result in loss of Promotion benefits and/or fraud investigation)

- Do not submit any outboard for promotion consideration sold and warranty registered to either a dealership or dealership employee, unless the dealership or dealership employee sale is submitted to Yamaha by the dealer for Yamaha’s prior written approval.
- Do not order or request a Y.E.S. contract for any outboard submitted for promotion consideration. Yamaha will issue the promotional Y.E.S. contract for any eligible outboard submitted for promotion consideration once eligibility has been verified, and all terms, conditions, and procedures have been met.
- Dealers must not warranty register any outboard until a true sale has been recorded and an outboard formally delivered to the retail buyer. Any outboard warranty registered by a dealer before a sale and delivery has been properly completed, as a way to qualify an outboard for this promotion, will be grounds for fraud investigation.
- Any outboard warranty registered by a participating dealer to a fictitious name, or for a sale that did not truly transpire, will be grounds for fraud investigation.
- Fraudulent claims will be prosecuted to the fullest extent of the law.
- Yamaha reserves the right to audit dealer’s records, including but not limited to, requesting a copy of the Bill of Sale, a properly and accurately completed PDI (Pre-Delivery Inspection) form or any other documents, as applicable to this Promotion.

The Status Report

A status report of outboards submitted for promotion consideration will be posted online via **YMBS in the Sales Tab > Retail Promotions > List All Promotions > 2019 Spring Savings Sales Event**. The status tracking report provides information regarding the sale, specifically whether or not the serial number has been validated and the consumer benefit has been processed. Consumer benefits cannot be processed until the outboard is successfully registered in accordance with all promotion terms, conditions and procedures. This status report will be updated on a daily basis and will be accessible 24/7 online via YMBS during the Promotion dates. To make corrections please call the Yamaha Promotions Processing Center.

Who to call if you have questions:

If you have any questions regarding this Yamaha Outboards Promotion, please contact either your Yamaha District Marketing Manager, or the Yamaha Promotion Processing Center at:

YAMAHA PROMOTIONS PROCESSING CENTER

9 Rancho Circle
Lake Forest, CA 92630
PHONE: (949) 789-2965
FAX: (949) 789-0634

Additional terms, conditions and procedures apply. For a complete definition of the terms, conditions and procedures of this Promotion, please refer to the Yamaha Outboards “Spring Savings” Sales Event Promotion Instruction Manual and Dealer Participation Agreement.



Yamaha Outboards “Spring Savings” Sales Event Promotion Instruction Manual and Dealer Participation Agreement

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Eligible Yamaha Outboard Models

The Yamaha outboards listed on the Model Eligibility Chart below are the **ONLY** outboards eligible for this Yamaha Outboards Promotion subject to meeting the complete terms, conditions and procedures of this promotion. New models introduced after December 1, 2018 are **NOT** eligible for promotion.

ELIGIBLE OUTBOARDS FOR “Spring Savings” Sales Event

FOUR-STROKE MODELS

| HP | Eligible Models | HP | Eligible Models | HP | Eligible Models | HP | Eligible Models | HP | Eligible Models |
|-----|-----------------|-----|-----------------|-----|-----------------|-----|-----------------|-----|-----------------|
| 300 | F300NCA | 200 | F200XA | 115 | F115JA | 25 | F25LA | 9.9 | F9.9LMHB |
| 300 | F300NCA2 | 200 | LF200XA | 115 | VF115LA | 25 | F25LEHB | 9.9 | F9.9LEA |
| 300 | F300XCA | 200 | F200LB | 115 | VF115XA | 25 | F25LEA | 9.9 | F9.9LEB |
| 300 | F300XA | 200 | VF200LA | 90 | VF90LA | 25 | F25SMHA | 9.9 | T9.9LPA |
| 300 | LF300XA | 175 | F175LA | 90 | VF90XA | 25 | F25SEHA | 9.9 | T9.9LPB |
| 300 | LF300XCA | 175 | F175XA | 90 | F90XA | 25 | F25SEA | 9.9 | T9.9XPA |
| 300 | F300UCA | 175 | F175LCA | 90 | F90LA | 25 | F25LMHB | 9.9 | T9.9XPB |
| 300 | LF300UCA | 175 | F175XCA | 90 | F90JA | 25 | F25SMHC | 9.9 | T9.9XPHA |
| 250 | F250NCA | 175 | LF175XCA | 90 | F90LB | 25 | F25LMHC | 9.9 | T9.9XPHB |
| 250 | F250XCA | 175 | VF175LA | 90 | F90XB | 25 | F25SWHC | 9.9 | T9.9LEHA |
| 250 | LF250XCA | 175 | VF175XA | 90 | F90JB | 25 | F25LWHC | 9.9 | T9.9LEHB |
| 250 | F250UCA | 150 | F150XB | 75 | F75LA | 25 | F25SWC | 9.9 | T9.9LPHA |
| 250 | LF250UCA | 150 | LF150XB | 75 | F75LB | 25 | F25LWC | 9.9 | T9.9LPHB |
| 250 | F250XB | 150 | F150XA | 70 | F70LA | 25 | F25LC | 9.9 | T9.9LWHB |
| 250 | LF250XB | 150 | LF150XA | 60 | T60LA | 25 | F25LWTC | 9.9 | T9.9XEHA |
| 250 | F250XA | 150 | F150LB | 60 | T60LB | 20 | F20SMHA | 9.9 | T9.9XEHB |
| 250 | LF250XA | 150 | F150LA | 60 | F60LA | 20 | F20LMHA | 9.9 | T9.9XWHB |
| 250 | VF250XA | 150 | F150JB | 60 | F60LB | 20 | F20SEHA | 8 | F8SMHB |
| 250 | VF250LA | 150 | F150JA | 60 | F60JB | 20 | F20LEHA | 8 | F8LMHB |
| 225 | F225NCA | 150 | VF150XA | 60 | F60JA | 20 | F20SEA | 8 | F8LMHA |
| 225 | F225XCA | 150 | F150LCA | 50 | T50LA | 20 | F20LEA | 8 | F8SMHA |
| 225 | LF225XCA | 150 | F150XCA | 50 | T50LB | 20 | F20LPHA | 6 | F6LMHA |
| 225 | F225XB | 150 | LF150XCA | 50 | F50LA | 20 | F20LPA | 6 | F6SMHA |
| 225 | F225XA | 150 | VF150LA | 50 | F50LB | 15 | F15SMHA | 4 | F4SMHA |
| 225 | VF225LA | 115 | F115XB | 40 | F40LA | 15 | F15LMHA | 4 | F4LMHA |
| 200 | F200LCA | 115 | LF115XB | 40 | F40LEHA | 15 | F15SEHA | 2.5 | F2.5LMHB |
| 200 | LF200LCA | 115 | F115XA | 40 | F40JEA | 15 | F15LEHA | 2.5 | F2.5SMHB |
| 200 | F200XCA | 115 | LF115XA | 40 | F40JEHA | 15 | F15LPHA | 2.5 | F2.5SMHA |
| 200 | LF200XCA | 115 | F115LB | 30 | F30LA | 9.9 | F9.9SMHA | 2.5 | F2.5MSH |
| 200 | F200XB | 115 | F115LA | 30 | F30LEHA | 9.9 | F9.9SMHB | | |
| 200 | LF200XB | 115 | F115JB | 25 | T25LA | 9.9 | F9.9LMHA | | |

Ineligible Outboards for this Promotion

Any Outboard **NOT** listed in the Eligibility Chart above is not eligible. Some of the outboards that are **NOT** eligible for this promotion include but are not limited to:

- All two-stroke outboards.
- The following four-stroke outboards: T25LWTC, T25XWTC, F20SMHB, F20LMHB, F20SWHB, F20LWHB, F20SWB, F20LWB, F20SWPB, F20LWPB, F20LWPHB.
- All V8 outboards.
- All outboards manufactured prior to **January 2012**.
- Commercial, rental, camp, resort, guide, promotional/demo and government agency use outboards are not eligible.
- Outboards sold or provided by Yamaha for competition, tournament, promotion or sponsorship use.
- Any outboard submitted for an offer other than the Yamaha Outboards’ “Spring Savings” Sales Event Promotion offer.
- Any outboard sale that does not comply with all of the promotion terms, conditions and procedures as defined on the Yamaha Outboards’ “Spring Savings” Sales Event Promotion Instruction Manual and Participation Agreement.

Yamaha Outboards “Spring Savings” Sales Event Promotion Instruction Manual and Dealer Participation Agreement

MSRP and Dealership Cost Chart for Promotion Benefits

The charts below identify the consumer value (based on MSRP) for each Promotion Consumer Benefit offered. In addition, the charts also identify the portion of the Promotion Benefits paid by Yamaha and the portion of each Promotion Benefit to be paid by the authorized participating dealer.

2 YEAR Y.E.S. PROMOTION BENEFIT MSRP VALUE AND DEALER COST

2 year Y.E.S. Promotion Benefit is only available for eligible Yamaha 90-300 HP outboard motors sold, PDI completed, delivered and warranty registered between May 29, 2019 – June 30, 2019.

| Promotion Eligible Four-Stroke HP | Two-Year Y.E.S. MSRP | Two-Year Y.E.S. Published Dealer Cost | Portion of Promotion Consumer Y.E.S. Benefit Paid by Dealer |
|-----------------------------------|----------------------|---------------------------------------|---|
| 250 – 300 HP | \$2,300 | \$1,400 | \$420 |
| 200 – 225 HP | \$1,800 | \$1,100 | \$330 |
| 150 – 175 HP | \$1,125 | \$660 | \$198 |
| 115 HP | \$800 | \$440 | \$132 |
| 90 HP | \$725 | \$375 | \$113 |

CONSUMER CREDIT PROMOTION BENEFIT MSRP VALUE AND DEALER COST

Promotion Consumer Credit Benefit is only available for eligible Yamaha 2.5-75 HP outboard motors sold, PDI completed, delivered and warranty registered between May 29, 2019 – June 30, 2019.

| Promotion Eligible Four-Stroke HP | Promotion Credit Benefit MSRP | Portion of Promotion Consumer Credit Benefit Paid by Yamaha | Portion of Promotion Consumer Credit Benefit Paid by Dealer |
|-----------------------------------|-------------------------------|---|---|
| 60 – 75 HP | \$500 | \$325 | \$175 |
| 30 – 50 HP | \$400 | \$260 | \$140 |
| 20 – 25 HP* | \$300 | \$195 | \$105 |
| 8 – 15 HP | \$250 | \$163 | \$87 |
| 2.5 – 6 HP | \$200 | \$130 | \$70 |

*The following four-stroke outboards are NOT eligible for this promotion: T25LWTC, T25XWTC, F20SMHB, F20LMHB, F20SWHB, F20LWHB, F20SWB, F20LWB, F20SWPB, F20LWPB, F20LWPHB.

Yamaha Outboards “Spring Savings” Sales Event Promotion Instruction Manual and Dealer Participation Agreement

3rd Year Y.E.S. Upgrade Available

As an additional optional profit opportunity, authorized Yamaha Outboard Dealers participating in the Yamaha Outboards “Spring Savings” Sales Event Promotion can offer an additional third year of Y.E.S. coverage to their customers (who are eligible based on the purchase of an eligible 90-300 HP four-stroke outboard) during applicable dates. Dealers can purchase this extra third year of Y.E.S. coverage at a discount during the warranty registration process.

Below is a price list that includes Dealer Cost and MSRP of the third year Y.E.S. promo upgrade. Please follow the prompts during the warranty registration process to buy the additional year of Y.E.S. coverage. If you have any questions, please contact your District Marketing Manager or call the Yamaha Y.E.S. Department at 1-800-559-0325.

3rd Year Y.E.S. Promotion Benefit Option Upgrade Turns the Two-Year Promotion Consumer Y.E.S. Benefit Option into a Three-Year Y.E.S.

*3rd Year Y.E.S. Consumer Benefit is only available for eligible Yamaha 90-300 hp four-stroke outboard motors sold, PDI completed, delivered and warranty registered between May 29, 2019 - June 30, 2019.

| Eligible Models | Upgrade MSRP | Upgrade Dealer Cost* |
|-----------------|--------------|----------------------|
| 250 – 300 HP | \$750 | \$440 |
| 200 – 225 HP | \$550 | \$320 |
| 150 – 175 HP | \$480 | \$270 |
| 115 HP | \$280 | \$150 |
| 90 HP | \$240 | \$120 |

*Dealers are responsible for Y.E.S. Upgrade Dealer costs. Dealer cost to upgrade the two-year promo Y.E.S. to a three-year Y.E.S. is in addition to the Yamaha Outboards “Spring Savings” Sales Event Retail Promotion two-year Y.E.S. dealer participation cost and will be charged to your Dealership’s parts account. By offering this additional Upgrade promotion, Dealer agrees to be bound by all terms, conditions and procedures as defined in the Yamaha Outboards “Spring Savings” Sales Event Promotion Participation Agreement and complete Promotion Dealership Instruction Manual.

Additional terms, conditions and procedures apply. For a complete definition of the terms, conditions and procedures of this Promotion, please refer to the Yamaha Outboards “Spring Savings” Sales Event Promotion Instruction Manual and Dealer Participation Agreement.



Yamaha Outboards “Spring Savings” Sales Event Promotion Instruction Manual and Dealer Participation Agreement

Dealer Participation Agreement

To be authorized to participate and offer this Yamaha Outboards “Spring Savings” Sales Event, an authorized dealer principal must verify acceptance on behalf of the dealership to all promotion terms, conditions and procedures. There are two options to acknowledge and agree to the promotion terms, conditions and procedures as follows:

OPTION 1:

Complete the Program Year 2019 Yamaha Outboards Annual Promotion Dealer Participation Agreement

To be authorized to participate and offer Program Year 2019 (July 1, 2018 - June 30, 2019.) Yamaha Outboard promotion(s), an authorized dealer principal must verify acceptance on behalf of the dealer and agree to adhere to all terms, conditions and procedures defined on the Program Year 2019 Yamaha Outboards Annual Promotion Dealer Participation Agreement and on each Program Year 2019 Yamaha Outboard Promotion Dealer Instruction Manual.

Dealer principal can complete the **Program Year 2019 Yamaha Outboards Annual Promotion Dealer Participation Agreement** via YMBS. The form section is located within **YMBS in the Sales tab > Retail promotions > Annual promotion Signup > PY2019.**

If a dealer principal for your dealership has already completed the Program Year 2019 Yamaha Outboards Annual Promotion Dealer Participation Agreement, then your dealership is ready to submit and process sales for Program Year 2019 promotion consideration!

OPTION 2:

If for any reason, dealer principal does **NOT** want to complete the Program Year 2019 Yamaha Outboards Annual Promotion Dealer Participation Agreement, but **DOES** want to participate and offer the Yamaha Outboards “Spring Savings” Sales Event, dealer principal can complete the Yamaha Outboards “Spring Savings” Sales Event Promotion Instruction Manual and Dealer Participation Agreement via YMBS, and participate in and offer this promotion only. The form section is located within **YMBS in the Sales tab > Retail promotions > List All Promotions > 2019 Spring Savings Sale Event > Online Participation Form.**

Important note: To participate and offer the Yamaha Outboards “Spring Savings” Sales Event, dealer principal must complete one of the two promotion Dealer Participation Options listed above.

YAMAHA OUTBOARDS

SPRING SAVINGS

SALES EVENT



OFFER VALID FROM
MAY 29, 2019–JUNE 30, 2019

For a limited time, purchase an eligible new Yamaha four-stroke outboard and receive:

\$500 UP TO
IN DEALER CREDIT

on the purchase of select, eligible
2.5-hp to 75-hp four-stroke outboards*

Up to \$500 in dealer credit toward the purchase of additional goods/
services from your authorized participating Yamaha Outboard Dealer.

5 YEARS
OF WARRANTY PROTECTION†

on the purchase of select, eligible
90-hp to 300-hp four-stroke outboards*

Three years of Yamaha Limited Warranty Coverage, along with the
additional protection of a two-year Yamaha Extended Service (Y.E.S.)
plan. That's a total of five years coverage at no additional cost!

| Eligible Four-Stroke Outboards Only [§] | Dealership Credit Toward Purchase of Additional Goods/Services |
|--|--|
| 60-75 HP | \$500 based on MSRP |
| 30-50 HP | \$400 based on MSRP |
| 20-25 HP | \$300 based on MSRP |
| 8-15 HP | \$250 based on MSRP |
| 2.5-6 HP | \$200 based on MSRP |

[§] Applicable models may vary-not applicable for new models introduced after December 1, 2018.

| Eligible Four-Stroke Outboards Only | 3-Year Ltd. Warranty + 2-Year Y.E.S. | 2-Year Y.E.S. Value Based On MSRP |
|-------------------------------------|--------------------------------------|-----------------------------------|
| 250-300 HP | 5 Years Total | Free! \$2,300 value |
| 200-225 HP | 5 Years Total | Free! \$1,800 value |
| 150-175 HP | 5 Years Total | Free! \$1,125 value |
| 115 HP | 5 Years Total | Free! \$800 value |
| 90 HP | 5 Years Total | Free! \$725 value |

† Add two years of Yamaha Extended Service (Y.E.S.) to your three-year Yamaha Limited Warranty.

See your authorized participating Yamaha Outboard Dealer today for details! Other restrictions and conditions may apply.

***PROGRAM TERMS AND CONDITIONS:** Consumer benefit for purchasing a new (unused, not previously warranty registered) select, eligible Yamaha 90hp to 300hp four-stroke outboard is a 24-month Yamaha Extended Service contract (choice offered in Florida is a 24-month Yamaha Limited Warranty). Consumer benefit for purchasing a new (unused, not previously warranty registered) select eligible Yamaha 2.5hp to 75hp four-stroke outboard is a credit based on MSRP toward the purchase of goods and/or services at the authorized participating dealer that sold the outboard, at no extra cost to consumer. **NO BENEFIT SUBSTITUTIONS.** To be eligible, outboards must also have been manufactured since January 2012. Promotion is only applicable from authorized participating Yamaha Outboard dealers in the U.S.A. sold to purchasing consumers residing in the U.S.A. Promotion is limited to available stock in dealer inventory that is sold, PDI completed, delivered and warranty registered on YMBs by the dealer in accordance with Yamaha's promotion and warranty registration requirements during applicable dates. Applicable models may vary. Any new 2.5-75 hp four stroke outboard models introduced after December 1, 2018 are NOT eligible for the credit offer in the promotion. No model substitutions, benefit substitutions, extensions or rain checks will be allowed. Outboards sold or provided for commercial, camp, resort, guide, rental, promotional/demo, government agency, competition, tournament or sponsorship use are not eligible. This promotion cannot be used in conjunction with any other Yamaha offer. Some exceptions may apply. See authorized participating Yamaha dealer for complete details. Yamaha reserves the right to change or cancel this promotion at any time. Other restrictions and conditions apply.

REMEMBER to always observe all applicable boating laws. Never drink and drive. Dress properly with a USCG-approved personal floatation device and protective gear.
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YamahaOutboards.com

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