

PREFERRED PARTNER PROGRAM (P3) OVERVIEW


WHAT IS P3?

- A program designed to increase your customers' parts purchases from NAPA along with equipment sales.
- Your customer will earn back the Commodore monthly finance payment for their equipment by shifting a pre-determined amount of parts purchase to NAPA.
- Your customer can earn back their Commodore monthly finance payment for their equipment by shifting a pre-determined amount of parts purchases from the competition to NAPA.

HOW DOES IT WORK?

- Identify a customer that you want more parts business from and approach them about free/discounted equipment.
- New parts purchase goal is estimated (see example below)
- Estimate a new parts purchase goal from the example below to highlight their potential savings
- Email the completed P3 form to Patricia_Orange@genpt.com, (Company owned Stores ONLY)
- On months your customer buys (D), their Commodore payment is reimbursed the following month!

EXAMPLE HOW TO CALCULATE P3

Coats 90x Tire Changer & 1600 Balancer	\$22,998
Commodore monthly finance payment	(A) \$506
"times 10" multiplier (A x 10)	(B) \$5,056
Prior 12-month purchase average	(C) \$5,000
New monthly NAPA parts purchase goal (B+C)	(D) \$10,056 

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**all programs subject to credit approval and may change without notice*