



BOATS

Yamaha Boat National Programs At A Glance *April 1, 2017 – May 31, 2017*

Boat Programs



Financing - Available from Synchrony Financial
All 2017 and prior years models

- Zero Interest for first 12 Months for Tiers 1 & 2
- Zero Down and as low as 2.99% for the first 60 Months for Tiers 1 & 2
- Zero Down and 4.99% for up to 180 Months for Tiers 1 & 2

SEE FINANCIAL SERVICES RATE SHEET FOR DETAILS

Incentives

Current 2017 Models Only

- 3 Years Genuine Yamaha Coverage

NonCurrent/2016 and Prior Model Years 19' & 21' Boats

- 5 Years Genuine Yamaha Coverage

NonCurrent/2016 and Prior Model Years 24' Boats

- 5 Years Genuine Yamaha Coverage ~OR~ \$2000 Parts Credit

ALL PROGRAMS RUN THROUGH MAY 31, 2017

Offer Period: April 1, 2017 – May 31, 2017

Eligible Models: All 2017 and Prior Model Years Boats

2017 Models: FREE 3 Years of Genuine Yamaha Coverage

1 Year Limited Factory Warranty + 2 Years Yamaha Extended Service* = 3 Years
Up to a \$1900 Value!

2016 & Prior Years 24' Models: FREE – 5 Years of Genuine Yamaha Coverage ~OR~ \$2000 Parts Credit

1 Year Limited Factory Warranty + 4 Year Yamaha Extended Service* = 5 Years
Up to a \$2750 Value!

2016 & Prior Years 19' & 21' Boats: FREE – 5 Years of Genuine Yamaha Coverage

1 Year Limited Factory Warranty + 4 Years Yamaha Extended Service* = 5 Years
Up to a \$2750 Value!

Deadlines:

- Final Warranty Registration: May 31, 2017
- Wells Fargo Payoff: Units must be paid off within 10 days of warranty registration date to qualify or by June 12, 2017, whichever occurs first.

Processing Information:

- 2017 Models: YES will be applied automatically once warranty registration is complete.
- For Noncurrent Models: please enter customer selection at the time of warranty registration, including if Y.E.S. upgrade is selected.
- For YES questions, call YES Department at 800-559-0325.

Upgrade Details:

<u>2017 Models</u>	<u>Dealer Cost</u>	<u>Customer Cost</u>
Upgrade to 4 Years of Coverage (1 Year Factory + 3 Year Y.E.S)	19' & 21' Boats: \$500 24' Boats: \$650	19' & 21' Boats: \$1000 24' Boats: \$1300
Upgrade to 5 Years of Coverage (1 Year Factory + 4 Year Y.E.S)	19' & 21' Boats: \$650 24' Boats: \$850	19' & 21' Boats: \$1300 24' Boats: \$1700

Program Details:

**Boat Extended Warranty Offers
All 2017 and Prior Model Years Boats**

Requirements: For the dealer to receive this offer, the following conditions must be met:

Final warranty registration date: May 31, 2017

FINAL WELLS FARGO PAYOFF DATE: 10 Days from Warranty Registration Date, or June 12, 2017, whichever occurs first.

Units must be paid off within 10 days of retail sale date to qualify.

This promotion is limited to available stock in dealer inventory that is sold, delivered, and warranty registered during the dates of this promotion in accordance with Yamaha's warranty registration requirements. No model substitutions or extensions will be allowed.

Dealer shall ensure that the warranty registration reflects the correct sold date and correct offer selection.

In case of any claim or dispute concerning the promotion, dealer agrees to be bound by these terms and conditions. **Any disputes must be submitted in writing and postmarked no later than 60 days from the end date of this promotion.** Yamaha will not consider any disputes that involve units falling outside the above parameters. All Yamaha decisions regarding this promotion are final.

Y.E.S. coverage and Y.E.S. upgrade offer good only on consumer retail units. Parts Credit offer good only on consumer retail & rental sales.

*Benefit offered to Florida residents is a 24, 36 or 48 month Yamaha Limited Warranty.

For additional information, refer to the General Terms and Conditions in the 2017 WaterCraft Dealer Manual.

Prime Installment Financing by Synchrony Financial



Offer Period: April 1, 2017 through May 31, 2017
 Eligible Models: NEW 2012-2017 Yamaha Sport Boats as indicated
 Minimum Amount Financed: \$10,000

Introductory Low APR Promotions (Step Rate)

Monthly payments for the introductory period are based on the introductory rate at 180 month terms. After the promotional period, the monthly payment is based on the promotional balance at 5.99% or 7.99% APR for the remaining term.

Tier 1

Tier 2

**No Interest
for 12 months**
On 2012-2017
Sport Boats

0% APR for 12 months,
then 7.99% for 168 months (effective APR 6.78%)

Payment Example on \$40,000 loan
 \$222.23 first 12 months
 \$369.88 remaining months

**As low as 2.99% APR
for 60 months**
On 2012-2017
Sport Boats

2.99% APR for 60 months,
then 5.99% for 120 months (effective APR 4.24%)

Payment Example on \$40,000 loan
 \$276.05 first 60 months
 \$317.38 remaining months

Low APR Fixed Rates

Tier 1 & 2

Tier 3

Tier 4

Tier 5

**As low as 4.99% APR
for 180 months**
On 2012-2017
Sport Boats

**4.99% APR
Up to 180 months**

**7.99% APR
Up to 180 months**

**14.49% APR
Up to 180 months**

**15.49% APR
Up to 144 months**

FICO GUIDE*

Tier 1

Tier 2

Tier 3

Tier 4

Tier 5

780+

740-779

710-739

670-709

645-669

*Based on FICO score obtained by lender, subject to credit approval.

PROGRAM GUIDELINES:

ELIGIBLE MODELS

All models must be new and unregistered (warranty and title) to qualify for the promotional rate and term. Units purchased at below dealer invoice are excluded from all retail finance promotions (i.e. special category product sales, law loan, government, Ride First, demo, rental, safety education, etc.), unless specifically allowed in Program Details. Offer good only on consumer retail sales.

MAXIMUM LTV

Contracts may be written up to 125% of the manufacturer invoice, Tier 3 - 5 contracts may be written up to 115% of manufacturer invoice, PLUS tax, title, document fees, freight & setup, warranties and dealer installed accessories. The combination of backend products such as extended service plans, GAP, warranties, and soft good accessories can be financed up to 15% of the cash sale price of the unit. Up to \$400 max for doc prep fees. Up to \$2,200 max for freight & set up, additional \$200 max for freight & set up of the trailer. Contracts that include Yamaha Extended Service (Y.E.S.) may exceed the maximum financed amount by \$1500.

QUESTIONS

Call 1-888-6-YAMAHA, option 1.

OFFER DEADLINES

Credit approval will be good for 30 days. Funding documents must be completed and faxed to Synchrony Financial no later than the last day of the offer period. Failure to meet this deadline may result in a dealer charge of up to 7% of the amount financed.

DOWN PAYMENT

Down payment requirement is \$0 for Tier 1 - 3, 10% for Tier 4 - 5; based on credit approval.

PROGRAM ENROLLMENT

These promotions are offered to you through Yamaha Installment Financing by Synchrony Financial. If you are not enrolled in this program call 866-209-4457.

OTHER DETAILS

Rates & terms are subject to change. Yamaha reserves the right in its sole discretion to terminate this Program. All sales promotions, rates, and terms are subject to the guidelines of the Yamaha Sales Bulletin. It is the dealer's responsibility to comply with all policies and procedures set forth in the Bulletin. Yamaha reserves the right to charge the dealer for the cost of the promotion if guidelines are not met. Please refer to the processing instruction pages and the Operations Manual for complete details or call 1-888-6-YAMAHA, option 1.