

GMC ACCESSORIES

CASH ALLOWANCES FOR BUSINESS OWNERS



BUSINESS CHOICE OFFERS
FLEXIBLE SOLUTIONS FOR YOUR BUSINESS



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Use this interactive guide to locate all the information you'll need to make the most of the 2018 GMC Business Choice program. Here, you'll find:

- The Business Choice program quick-reference overview
- Business Choice incentive point scale and rules
- A list of eligible accessories categories
- Video links to selected eligible accessories
- Top-selling accessories and recommended accessories packages
- Enhancements to the Business Choice portal that increase the user's ability to identify eligible accessories with the VIN Lookup Tool

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PROGRAM DATES:

January 3, 2018 – January 2, 2019

PROGRAM NUMBERS:

18-36A Adrian Steel Ship-Through

18-36B Accessories Cash Allowance

18-36C Upfit Cash Allowance

ELIGIBLE DELIVERY TYPES

Use the following delivery codes to ensure your Business Choice claim is processed successfully:

- 018 Retail Business Organization Purchase
- 029 Retail Business Organization Lease
- 014 Fleet Leasing Company
- 035 Fleet Purchase Business Organization
- 036 Fleet Purchase Non-Federal Organization



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AM I ELIGIBLE FOR BUSINESS CHOICE?

Business Choice customers will need to answer “yes” to the following questions:

1. Are you a business owner?
2. Is the vehicle used in the day-to-day operation of your business and not solely for personal/non-business-related transportation purposes?

Note: Eligible business documents must be used to verify business ownership. Documents must be active or dated within the last 12 months. Examples of eligible documents are listed below:

- GM Fleet Account Number (FAN)
- Sales Tax License
- State Business License of State/Federal Business Tax ID Certificate
- Municipalities (in lieu of Bid Assistance, vehicle must be in the name of the municipality)
- Municipal Business License
- Schedule C (Form 1040) or Schedule F (Form 1040—farmers)
- Crop or Livestock Insurance
- Federal Land Use Restriction and/or Federal 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
- Pocket List of Railroad Officials Guide (Only eligible when Railroad Operators Incentive is not used)
- Timber Registration Number
- Farmer’s General Liability Insurance
- Articles of Incorporation
- Tax Form 1120-S
- Tax Form 1065



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WHICH VEHICLES ARE ELIGIBLE?

2017-18 GMC TRUCKS AND VANS, INCLUDING:

Canyon	Sierra 3500HD
Sierra 1500	Savana Passenger Vans
Sierra 2500HD	Savana Cargo Vans*

*Accessory CORE vehicle; business ownership documentation not required.



Expanded Eligibility Info

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WHICH VEHICLES ARE ELIGIBLE?

2018 BUSINESS CHOICE PROGRAM		CHOOSE ONE			
VEHICLES ¹	PLUS	OPTION 1 ACCESSORY CASH ALLOWANCE ²	OR OPTION 2 UPFIT CASH ALLOWANCE ^{2,3}	OR W/SNOW PLOW PREP PACKAGE ⁴	OPTION 3 ADRIAN STEEL SHIP-THRU ⁶
Savana		\$400	\$350		
Savana Passenger Van	+	\$400	\$200		
Savana Cargo Van	+	\$500–\$1,200 ⁵	\$500–\$1,200 ⁵		Bin Package ⁶ (Valued at \$2,327)
Savana Cutaway Van	+		\$500–\$1,200 ⁵		
Canyon (Excludes 2SA)	+	\$400	\$200		
Canyon w/Box Delete (ZW9) or Box Removal	+		\$200		
Sierra 1500	+	\$400	\$200	\$200	
Sierra 1500 w/Snow Plow ⁷	+		\$200	\$400	
Sierra 1500 w/Box Delete (ZW9) or Box Removal	+		\$750	\$750	
Sierra 2500HD/3500HD	+	\$1,000	\$500	\$500	
Sierra 2500HD/3500HD w/Snow Plow ⁷	+		\$500	\$1,000	
Sierra 2500HD/3500HD w/Box Delete (ZW9) or Box Removal	+		\$750	\$1,000	
Sierra 3500HD Chassis Cab	+		\$750	\$1,000	
Low Cab Forward			\$1,000		

1 2018 GM BUSINESS CHOICE PROGRAM REQUIREMENTS: The 2018 GM Business Choice Program is valid from January 3, 2018, through January 2, 2019. Customer must purchase or lease their vehicle during the program period and be prepared to provide proof of business ownership. Vehicle must be used in the day-to-day operations of the business and not solely for transportation purposes. This program may not be compatible with other offers or incentive programs. Consult with your GMC dealer for program compatibility and other restrictions. For complete program requirements, including information regarding offers, vehicles, equipment, options, warranties, and ordering, consult your GMC dealer. 2 Eligible purchases must be equal to or greater than the amount of the cash allowance. Not eligible on Associated Accessories from third-party independent suppliers. Not available with some other offers. Take delivery by 1/2/2019. See dealer for details. 3 To qualify, vehicle must be used in the day-to-day operations of your business and not solely for personal/non-business-related transportation purposes. Must provide proof of business ownership. Not available with some other offers. For complete program requirements, including information regarding offers, vehicles, equipment, options, warranties, and ordering, consult your GMC dealer. Take delivery by 1/2/2019. 4 Requires available Snow Plow Prep Package (VYU). Not available with some other offers. Take delivery by 1/2/2019. See dealer for details. 5 Requires \$500 minimum purchase. Cash Allowance will be equal to the amount spent up to \$1,200. Not eligible on Associated Accessories from third-party independent suppliers. Not available with some other offers. Take delivery by 1/2/2019. See dealer for details. 6 Adrian Steel van equipment is warranted by Adrian Steel to be free from defects in material and workmanship, under normal use and service, for a period of 3 years or 36,000 miles, whichever occurs first, from the date of delivery to the original retail purchaser when installed by an authorized Adrian Steel distributor. Adrian Steel is a registered trademark of Adrian Steel. Invoice will include published ship-thru fee. See dealer for details. Take delivery by 1/2/2019. 7 Snow Plow Upfit cash allowance is valid toward the purchase of a new snow plow or transfer of an existing snow plow. Take delivery by 1/2/2019.



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BUSINESS CHOICE GMC CASH ACCESSORY CASH ALLOWANCE OFFERS



2017-18 TRUCKS	
Sierra 1500 and Canyon	\$400 Cash Allowance on eligible GMC Accessories ^{1,2}
Sierra 2500HD and Sierra 3500HD	\$1,000 Cash Allowance on eligible GMC Accessories ^{1,2}

2017-18 VANS	
Savana (Passenger)	\$400 Cash Allowance on eligible GMC Accessories ^{1,2}
Savana (Cargo)	\$1,200 Cash Allowance on eligible GMC Accessories ^{1,2} Requires a minimum spend of \$500
	NEW! \$1,200 Cash Allowance on a combination of eligible GMC Accessories and Upfitter Additions ^{1,2} Requires a minimum spend of \$500

1 For Canyon, Sierra 1500, Sierra 2500HD, Sierra 3500HD and Savana Passenger Van: Cash Allowance applies to eligible GMC commercial accessories only. For Savana Cargo Van, (i) Cash Allowance may be applied to eligible GMC commercial accessories, a combination of eligible GMC commercial accessories and eligible commercial upfitter additions including labor and installation associated with upfitter additions only, and (ii) Customers must spend at least \$500 to be eligible for matching Cash Allowance up to \$1,200. Not valid with certain other offers. See your GMC Dealer for complete Program requirements. Program is valid from January 3, 2018-January 2, 2019. Take delivery by 1/2/2019. 2 Most GMC Parts and Accessories sold and installed on a GMC vehicle by a GMC Dealer or a GMC-approved Accessory Distributor/Installer (ADI) before delivery to the customer are covered under the applicable portion (Bumper-to-Bumper, Powertrain, etc.) of the New Vehicle Limited Warranty. If GMC Accessories are installed after vehicle delivery, or are replaced under the New Vehicle Limited Warranty, they will be covered, parts and labor, for the longer of the following: a) 12 months/12,000 miles (whichever comes first), or b) the balance of the applicable portion of the New Vehicle Limited Warranty. GMC Parts sold over the counter, or those not requiring installation, will continue to receive the standard GM Dealer Parts Warranty of 12 months from the date of purchase, parts only, regardless of miles. Does not apply to Associated Accessories. See your dealer for details.

Some vehicles are shown with equipment from an independent supplier. GM Licensed and Associated Accessories are covered under the accessory-specific manufacturer's warranty and are not warranted by GM or its dealers. GM is not responsible for the safety or quality of independent supplier alterations.

Pictured gear and supplies not included. Please see your dealer for details.

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BUSINESS CHOICE RESOURCES

Additional Reference Material:

COMMERCIAL-GRADE ACCESSORIES BROCHURE

Featuring an extensive lineup of “Ready for Work” accessories, the Commercial-Grade Accessories Brochure offers accessories descriptions, part numbers and MSRPs. A four-page Business Choice insert helps to put the program in front of business-owner customers as they browse available accessories. Access it on: AIC > Home > Sales/Marketing > Programs > Business Choice

BUSINESS CHOICE DESK MAT

Featuring a stay-put adhesive backing, the Business Choice Desk Mat keeps Accessories Cash Allowance Offers at your fingertips for on-the-spot customer presentations.

INCENTIVE POINT SCALE REFERENCE

This at-a-glance-reference to the GM **earnPOWER** Incentive Point Scale promotes additional accessory sales by providing the incentive point scale payout based on the total MSRP sold. Access it on: AIC > Home > Sales/Marketing > Programs > Business Choice

ONLINE RESOURCE

Program details are also available online.

Visit: gmfleet.com/gmcbusinesschoice and gmc.com/commercial-vehicles



BUSINESS OWNERS:

ASK ABOUT GMC ACCESSORIES CASH ALLOWANCES.

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REV UP YOUR **earnPOWER** AWARDS!

RECEIVE GM **earnPOWER** POINTS ON ALL ACCESSORIES SOLD WITHIN THE 2018 BUSINESS CHOICE PROGRAM!

Official Program Period for 2017-2018 Vehicle Sales: January 1, 2018-January 31, 2018

2017-18 TRUCKS	
Sierra 3500 and Canyon	\$400 Cash Allowance on eligible GMC Accessories*
Sierra 2500HD and Savana (Commercial)	\$1,000 Cash Allowance on eligible GMC Accessories*

2017-18 VANS	
Sierra (Passenger)	\$400 Cash Allowance on eligible GMC Accessories*
Sierra (Commercial)	\$1,200 Cash Allowance on eligible GMC Accessories*
Savana (Cargo)	\$1,200 Cash Allowance on eligible GMC Accessories and Upfitter Additions**

*Based on total MSRP of accessories sold. **Based on total MSRP of accessories and upfitter additions sold.

2017-18 INCENTIVE POINT SCALE			
<small>(BASED ON TOTAL PARTS MSRP)</small>			
<small>Sales Consultants and Sales Managers take advantage of GM earnPOWER points for each qualifying GMC Accessories claim submitted within the 2018 BUSINESS CHOICE program.</small>	<small>TECHNICAL SUPPORT</small>	<small>Sales Consultant</small>	<small>Sales Manager</small>
\$1,000-\$1,499	25	35	45
\$1,500-\$1,999	35	45	55
\$2,000-\$2,499	45	55	65
\$2,500-\$2,999	55	65	75

SIERRA 3500/CANYON/SAVANA (PASSENGER)			
<small>Total Parts MSRP</small>	<small>Sales Consultant</small>	<small>Sales Manager</small>	<small>Sales Consultant</small>
\$1,000-\$1,499	25	35	45
\$1,500-\$1,999	35	45	55
\$2,000-\$2,499	45	55	65
\$2,500-\$2,999	55	65	75

SIERRA 2500HD/3500HD/SAVANA (CARGO)			
<small>Total Parts MSRP</small>	<small>Sales Consultant</small>	<small>Sales Manager</small>	<small>Sales Consultant</small>
\$1,000-\$1,499	35	45	55
\$1,500-\$1,999	45	55	65
\$2,000-\$2,499	55	65	75
\$2,500-\$2,999	65	75	85

Published January 2018

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In addition to appealing business consumer offers, Business Choice also benefits Sales Consultants and Sales Managers (or other authorized, designated dealership employees). In your function as one of these dealership personnel, you can earn GM *earn*POWER points for each qualifying GMC Accessories claim submitted within the 2018 BUSINESS CHOICE program, based on the MSRP dollar amounts you sell.

2017-18 SALES PERSONNEL SPIFF POINT SCALE
(BASED ON TOTAL PARTS MSRP)

SIERRA 1500/CANYON/SAVANA (PASSENGER)

Total Parts MSRP	Sales Consultant	Sales Manager
\$850–\$1,099	25	10
\$1,100–\$1,499	50	25
\$1,500–\$1,999	125	75
\$2,000 & Up	175	100

SIERRA 2500HD/3500HD/SAVANA (CARGO)

Total Parts MSRP	Sales Consultant	Sales Manager
\$1,350–\$1,599	25	10
\$1,600–\$1,999	50	25
\$2,000–\$2,499	125	75
\$2,500 & Up	175	100



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ELIGIBLE ACCESSORIES

A wide range of accessories is available for commercial customers to choose from, and you can use this section to help them imagine the possibilities for accessorizing their truck or van.

To print the comprehensive list of Eligible Accessories categories and accessories listings, visit:
[AIC > Sales/Marketing > Programs > Business Choice > Business Choice Admin Message > 2018 Business Choice List of Eligible Accessories.](#)



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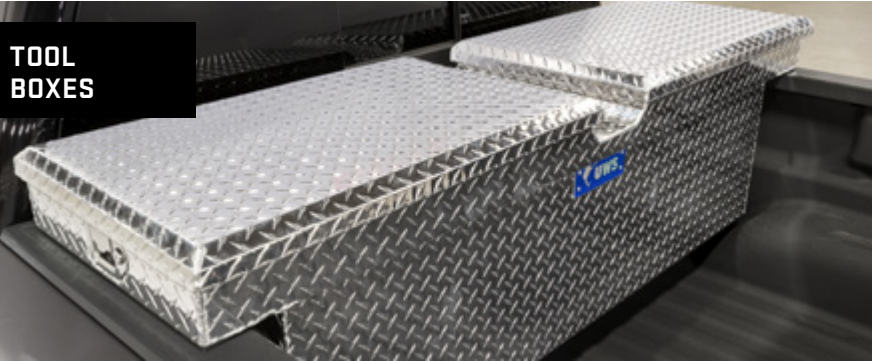
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BED PRODUCTS – TOP SELLERS



SEE THE FULL LINE OF GMC TONNEAU COVERS HERE:



LEARN MORE ABOUT TONNEAU COVERS ON AIC:

AIC > Sales/Marketing > Dealer Marketing Material > GMC > Canyon Tonneau Covers Sell Sheet.pdf

AIC > Sales/Marketing > Dealer Marketing Material > GMC > Sierra Tonneau Covers Sell Sheet.pdf

OTHER ELIGIBLE BED PRODUCTS

- | | |
|--|---|
| • Bed Extenders | • Bed Rugs |
| • Bed Lighting | • Cargo Bed Tie-Down Rings and Push-Up Tie-Down |
| • Bed Nets | • Cargo Bed Divider |
| • Bed Storage System | • Sliding Bed Drawer |
| • Bed Protection — Mats, Liners and Carpet | • Tailgate Liners |
| • Bed Rails | |

Most GMC Parts and Accessories sold and installed on a GMC vehicle by a GMC Dealer or a GMC-approved Accessory Distributor/Installer (ADI) before delivery to the customer are covered under the applicable portion (Bumper-to-Bumper, Powertrain, etc.) of the New Vehicle Limited Warranty. If GMC Accessories are installed after vehicle delivery, or are replaced under the New Vehicle Limited Warranty, they will be covered, parts and labor, for the longer of the following: a) 12 months/12,000 miles (whichever comes first), or b) the balance of the applicable portion of the New Vehicle Limited Warranty. GMC Parts sold over the counter, or those not requiring installation, will continue to receive the standard GM Dealer Parts Warranty of 12 months from the date of purchase, parts only, regardless of miles. Does not apply to Associated Accessories. See your dealer for details.

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EXTERIOR CARGO MANAGEMENT – TOP SELLERS



- OTHER ELIGIBLE EXTERIOR CARGO MANAGEMENT PRODUCTS
- GearOn™ — Bed Dividers, Tiered Storage Cross Rails and Utility Rack Systems
 - Bed Rails
 - Bed Nets

- Bed Bags
 - Ladder Rack Systems
 - Roof Rack Kits and Packages
 - Utility Racks

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INTERIOR CARGO MANAGEMENT – TOP SELLERS



OTHER ELIGIBLE INTERIOR CARGO MANAGEMENT PRODUCTS

- Front Center Console Tote Inserts
- Front Center Console Organizer Trays

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ELECTRONICS – TOP SELLERS

REMOTE
START KITS



BATTERY
JUMP
STARTER



BLUETOOTH®
SPEAKER



KEYLESS
ENTRY



OTHER ELIGIBLE ELECTRONICS PRODUCTS

- Audio Systems
- Navigation Radio Cables

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EXTERIOR – TOP SELLERS



OTHER ELIGIBLE EXTERIOR PRODUCTS

- Emblems
- Fog Lamps
- Grille and Grille Packages
- Hood and Side Window Weather Deflectors
- License Plate Holders
- Molded Hood Protectors
- Sport Bars and Front Roof-Mounted Off-Road Lamps
- Underbody Shields
- Wheelhouse Liners

LEARN MORE ABOUT ASSIST STEPS ON AIC:

[AIC > Sales/Marketing > Dealer Marketing Material > GMC > GMC Assist Step One Pager.pdf](#)

Most GMC Parts and Accessories sold and installed on a GMC vehicle by a GMC Dealer or a GMC-approved Accessory Distributor/Installer (ADI) before delivery to the customer are covered under the applicable portion (Bumper-to-Bumper, Powertrain, etc.) of the New Vehicle Limited Warranty. If GMC Accessories are installed after vehicle delivery, or are replaced under the New Vehicle Limited Warranty, they will be covered, parts and labor, for the longer of the following: a) 12 months/12,000 miles (whichever comes first), or b) the balance of the applicable portion of the New Vehicle Limited Warranty. GMC Parts sold over the counter, or those not requiring installation, will continue to receive the standard GM Dealer Parts Warranty of 12 months from the date of purchase, parts only, regardless of miles. Does not apply to Associated Accessories. See your dealer for details.

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¹ Non-GM warranty. Limited warranty by EGR®; 3 years/36,000 miles. For more information, contact your dealer.

– Associated Accessory. Non-GM part.

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SEE MORE ABOUT GMC ACCESSORIES
PREMIUM ALL-WEATHER FLOOR LINERS HERE:



OTHER ELIGIBLE INTERIOR PRODUCTS

- Assist Handles
- Door Sill Plates — Non-Illuminated
- Premium All-Weather Floor Mats
- Seat Covers
- Smoker's Packages
- Sunshade Packages
- Vinyl Floor Mats

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PERFORMANCE – TOP SELLERS

**BRAKE
UPGRADE
SYSTEM**



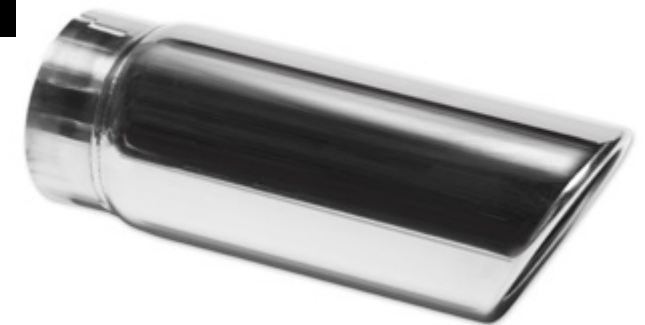
**AIR INTAKE
SYSTEM**



**EXHAUST
UPGRADE
SYSTEM**



**EXHAUST
TIPS**



OTHER ELIGIBLE PERFORMANCE PRODUCTS

- Performance Exhaust Systems, Upgrades and Tips

Most GMC Parts and Accessories sold and installed on a GMC vehicle by a GMC Dealer or a GMC-approved Accessory Distributor/Installer (ADI) before delivery to the customer are covered under the applicable portion (Bumper-to-Bumper, Powertrain, etc.) of the New Vehicle Limited Warranty. If GMC Accessories are installed after vehicle delivery, or are replaced under the New Vehicle Limited Warranty, they will be covered, parts and labor, for the longer of the following: a) 12 months/12,000 miles (whichever comes first), or b) the balance of the applicable portion of the New Vehicle Limited Warranty. GMC Parts sold over the counter, or those not requiring installation, will continue to receive the standard GM Dealer Parts Warranty of 12 months from the date of purchase, parts only, regardless of miles. Does not apply to Associated Accessories. See your dealer for details.

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SECURITY AND PROTECTION – TOP SELLERS

REFLECTIVE
TRIANGLE



FIRST AID
KITS



WHEEL
LOCK KITS



OTHER ELIGIBLE SECURITY AND PROTECTION PRODUCTS

- Fire Extinguisher — Cargo Vans Only
- Highway Safety Kits
- Roadside Assistance Packages

Most GMC Parts and Accessories sold and installed on a GMC vehicle by a GMC Dealer or a GMC-approved Accessory Distributor/Installer (ADI) before delivery to the customer are covered under the applicable portion (Bumper-to-Bumper, Powertrain, etc.) of the New Vehicle Limited Warranty. If GMC Accessories are installed after vehicle delivery, or are replaced under the New Vehicle Limited Warranty, they will be covered, parts and labor, for the longer of the following: a) 12 months/12,000 miles (whichever comes first), or b) the balance of the applicable portion of the New Vehicle Limited Warranty. GMC Parts sold over the counter, or those not requiring installation, will continue to receive the standard GM Dealer Parts Warranty of 12 months from the date of purchase, parts only, regardless of miles. Does not apply to Associated Accessories. See your dealer for details.

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TRAILERING – TOP SELLERS

TRAILERING
CAMERA
SYSTEM¹



5TH WHEEL
HITCHES



SEE MORE ABOUT THE
TRAILERING CAMERA SYSTEM¹ HERE:



OTHER ELIGIBLE TRAILERING PRODUCTS

- | | | | |
|-------------------------------|-------------------------------|---------------------------|---------------------------|
| • 5th-Wheel Adapter Kits | • Brake Controller Packages | • Hitch Covers | • Tow Balls |
| • 5th-Wheel Hitch Packages | • Gooseneck Packages | • Hitch Trailing Packages | • Trailer Wiring Adapters |
| • 7-Way Electrical Extensions | • Hitch Ball Mount Assemblies | • Locking Hitch Pins | • Trailing Locks |
| • Ball Mounts | | • Pintle Hitches | • Trailing Mirrors |
| | | • Recovery Hooks | |

¹ Non-GM warranty. Limited warranty by EchoMaster®, 3 years/36,000 miles. For more information, contact your dealer.

– Associated Accessory. Non-GM part.

Most GMC Parts and Accessories sold and installed on a GMC vehicle by a GMC Dealer or a GMC-approved Accessory Distributor/Installer (ADI) before delivery to the customer are covered under the applicable portion (Bumper-to-Bumper, Powertrain, etc.) of the New Vehicle Limited Warranty. If GMC Accessories are installed after vehicle delivery, or are replaced under the New Vehicle Limited Warranty, they will be covered, parts and labor, for the longer of the following: a) 12 months/12,000 miles (whichever comes first), or b) the balance of the applicable portion of the New Vehicle Limited Warranty. GMC Parts sold over the counter, or those not requiring installation, will continue to receive the standard GM Dealer Parts Warranty of 12 months from the date of purchase, parts only, regardless of miles. Does not apply to Associated Accessories. See your dealer for details.

Some vehicles are shown with equipment from an independent supplier. GM Licensed and Associated Accessories are covered under the accessory-specific manufacturer's warranty and are not warranted by GM or its dealers. GM is not responsible for the safety or quality of independent supplier alterations.

BUSINESS CHOICE OFFERS
FLEXIBLE SOLUTIONS FOR YOUR BUSINESS

GMC BUSINESS CHOICE OFFERS
RECOMMENDED PACKAGES

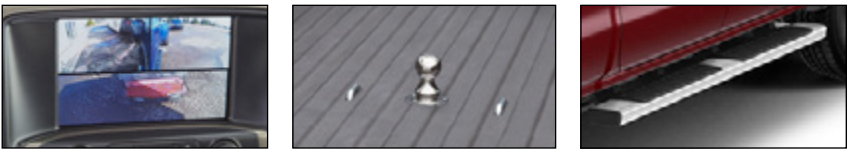
To help customers visualize an accessorized work vehicle, present a suggested package, complete with pricing and net cost after the allowance.

SUGGESTED PACKAGE EXAMPLES FOR SIERRA 1500



PART #	ACCESSORY	MSRP ¹
19299117	Deep Well Aluminum Tool Box by UWS ²	\$479
19299115	Complete Rack Ladder Rack System with 2 Cross Bars by Thule [®] TracRac ³	\$749
19299114	Headache Ladder Rack by Thule [®] TracRac ³	\$499
19299113	Cantilever Cab Over Extension by Thule [®] TracRac ³	\$379
TOTAL		\$2,106
Less Business Choice GMC Accessories Cash Allowance ^{4,5}		(-\$400)
Net After Allowance ⁸		\$1,706

SUGGESTED PACKAGE EXAMPLES FOR SIERRA 2500/3500 HD



PART #	ACCESSORY	MSRP ¹
19353504	Trailer Camera System by EchoMaster ^{®6}	\$999
19353984	EZr Under-Bed Gooseneck Hitch by CURT [™] Group ⁷	\$499
22799284	6-Inch Rectangular Assist Steps in Chrome	\$725
TOTAL		\$2,223
Less Business Choice GMC Accessories Cash Allowance ^{4,5}		(-\$1000)
Net After Allowance ⁸		\$1,223



1 Manufacturer's Suggested Retail Price. Tax and installation extra. See dealer for details. 2 Non-GM warranty. Limited warranty by UWS[®] 3 years/36,000 miles. For more information, contact your dealer. 3 Non-GM warranty. Limited warranty by Thule[®] 3 years/36,000 miles. For more information, contact your dealer. 4 For Canyon, Sierra 1500, Sierra 2500HD, Sierra 3500HD and Savana Passenger Van: Cash Allowance applies to eligible GMC commercial accessories only. For Savana Cargo Van, (i) Cash Allowance may be applied to eligible GMC commercial accessories, a combination of eligible GMC commercial accessories and eligible commercial upfitter additions, including labor and installation associated with upfitter additions only, and (ii) Customers must spend at least \$500 to be eligible for Cash Allowance. Not valid with certain other offers. See your GMC Dealer for complete Program requirements. Program is valid from January 3, 2018–January 2, 2019. Take delivery by 1/2/2019. 5 Most GMC Parts and Accessories sold and installed on a GMC vehicle by a GMC Dealer or a GMC-approved Accessory Distributor/Installer (ADI) before delivery to the customer are covered under the applicable portion (Bumper-to-Bumper, Powertrain, etc.) of the New Vehicle Limited Warranty. If GMC Accessories are installed after vehicle delivery, or are replaced under the New Vehicle Limited Warranty, they will be covered, parts and labor, for the longer of the following: a) 12 months/12,000 miles (whichever comes first), or b) the balance of the applicable portion of the New Vehicle Limited Warranty. GMC Parts sold over the counter, or those not requiring installation, will continue to receive the standard GM Dealer Parts Warranty of 12 months from the date of purchase, parts only, regardless of miles. Does not apply to Associated Accessories. See your dealer for details. Some vehicles are shown with equipment from an independent supplier. GM Licensed and Associated Accessories are covered under the accessory-specific manufacturer's warranty and are not warranted by GM or its dealers. GM is not responsible for the safety or quality of independent supplier alterations. 6 Non-GM warranty. Limited warranty by EchoMaster[®] 3 years/36,000 miles. For more information, contact your dealer. 7 Non-GM warranty. Limited warranty by CURT[™] Group, manufacturer's limited lifetime warranty. For more information, contact your dealer. 8 Prices do not include tax or installation costs. – Associated Accessory. Non-GM part. Pictured gear and supplies not included. Please see your dealer for details.

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GMC BUSINESS CHOICE PORTAL

We know you're busy — so we're making your requests a reality to improve your overall experience on the Business Choice Portal. New Business Choice Portal features include:

- A Part Lookup Tool and Submit Claim tab that recognize the last 8 digits of a VIN
- Expanded Accessory Part Lookup Tool features
- Downloadable PDF estimates on the Part Lookup Tool

You can access and bookmark the Business Choice Portal via Globalconnect at <https://dealer.autopartners.net/portal/us/Pages/default.aspx>



GMC BUSINESS CHOICE PORTAL

VIN LOOKUP ENHANCEMENT

1. Part Lookup Tool and Submit Claim tab now recognize the last 8 digits of a VIN

Entering the last 8 digits of a VIN will generate a search and display the full VIN(s) in a drop-down menu. Select the desired VIN by using the **Tab** and **Enter** keys. A user interface enhancement that allows selecting the menu item with a mouse click is coming soon.



GM Accessories Part Look-up by VIN

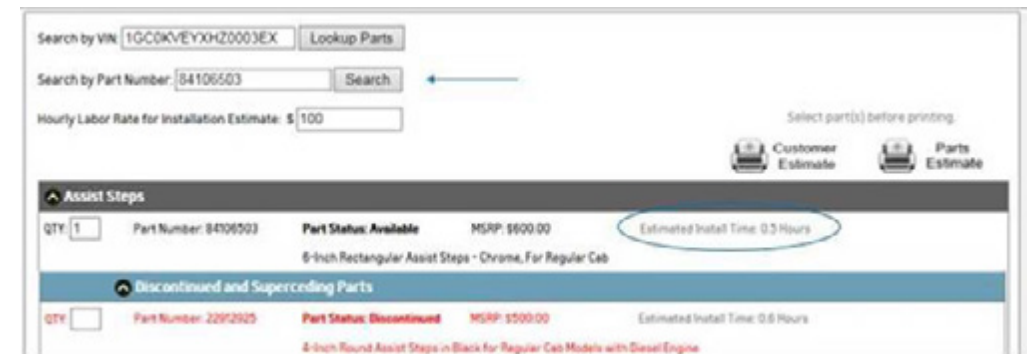
This tool allows you to view all eligible Business Choice Accessories.

The VIN Look Up tool does not place an ADI order or submit a claim. To submit a claim, click on the highlighted Submit Claim tab above.

Search by VIN:

2. The Accessory Part Lookup Tool:

- Now features search by Part Number
- Includes Discontinued and Superseding parts with part search
- Offers a new worksheet for quoting installation costs to customers
- Features a new worksheet function with part information



Search by VIN:

Search by Part Number:

Hourly Labor Rate for Installation Estimate:

Select part(s) before printing

Assist Steps				
QTY: 1	Part Number: 84106503	Part Status: Available	MSRP: \$600.00	Estimated Install Time: 0.5 Hours
8-Inch Rectangular Assist Steps - Chrome, For Regular Cab				
Discontinued and Superseding Parts				
QTY: 1	Part Number: 22912525	Part Status: Discontinued	MSRP: \$500.00	Estimated Install Time: 0.5 Hours
8-Inch Round Assist Steps in Black for Regular Cab Models with Diesel Engine				



Search by VIN:

Search by Part Number:

Hourly Labor Rate for Installation Estimate:

Select part(s) before printing

Assist Steps				
QTY: 1	Part Number: 84106503	Part Status: Available	MSRP: \$600.00	Estimated Install Time: 0.5 Hours

The list of accessories displayed in the tool is now precisely the same as the list displayed on the *Submit Claim* tab. Instead of attempting to submit a claim to view superseded or discontinued parts, use the tool to search and validate parts. The increased functionality now allows to confirm all eligible part numbers, including superseded or discontinued.

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SELLING TOOL ENHANCEMENTS

Download PDF estimates for vehicle customers and Parts Department personnel on the Part Lookup Tool

New to this tool is the option to enter an “Hourly Labor Rate for Installation Estimate.” This labor rate and the Estimated Install Time are calculated together for reference in the new “Customer Estimate” and “Parts Estimate” buttons. These buttons download PDFs with a list of the selected parts, and can be printed for the dealership’s Parts Department or emailed to a customer when deciding on accessories.

BUSINESS CHOICE OFFERS

Flexible Solutions for Your Business.

Customer Estimate - Business Choice Accessories

Date: 11/19/17 5:32 PM
Prepared For: _____
Dealership Information
Dealership Name: BARTON CHEVROLET CADILLAC
BAC: 111117
Prepared By: _____
Vehicle Information
VIN: 1GC0KVEYXHZ0003EX
Series Name: 2500HD Silverado: LWB, 4WD, Reg Cab Pickup
Model Number: CK25903
Model Year: 2017
Business Choice Allowance: \$1000 GM Accessories Cash

Accessory Information

#	Part Number	Part Qty	Part Category	Part Description	MSRP	Estimated Installation Cost
1	19332287	2	Tool Box	Tool Box - IBP UWSB Side Mount - Associated Accessories	\$ 558.00	\$ 100.00
2	84000662	1	Bed Trailing	Gooseneck Hitch Package	\$ 295.00	\$ 10.00
3	84039116	1	Floor Mats	Premium All-Weather Front Floor Mats, Dune With Gray Bowtie Logo	\$ 85.00	\$ 0.00
4	84106503	1	Assist Steps	6-inch Rectangular Assist Steps - Chrome, For Regular Cab	\$ 600.00	\$ 50.00
TOTAL					\$ 1,538.00	\$ 160.00

Note: All GM Accessories installed at the dealership will carry the same warranty as the vehicle. Any accessories installed by the customer will carry a 12 month / 12,000 mile warranty.

BUSINESS CHOICE OFFERS

Flexible Solutions for Your Business.

Parts Estimate - Business Choice Accessories

Date: 11/19/17 5:34 PM
Dealership Name: BARTON CHEVROLET CADILLAC
BAC: 111117
Prepared By: _____
Vehicle Information
VIN: 1GC0KVEYXHZ0003EX
Series Name: 2500HD Silverado: LWB, 4WD, Reg Cab Pickup
Model Number: CK25903
Model Year: 2017
Business Choice Allowance: \$1000 GM Accessories Cash
Salesperson Spiff Amount Eligible: \$25.00
Hourly Labor Rate for Estimate: \$ 100.00

Accessory Information

#	Part Number	Part Qty	Part Category	Part Description	MSRP	Install Time (Reference Only)
1	19332287	2	Tool Box	Tool Box - IBP UWSB Side Mount - Associated Accessories	\$ 558.00	1.0
2	84000662	1	Bed Trailing	Gooseneck Hitch Package	\$ 295.00	0.1
3	84039116	1	Floor Mats	Premium All-Weather Front Floor Mats, Dune With Gray Bowtie Logo	\$ 85.00	0.0
4	84106503	1	Assist Steps	6-inch Rectangular Assist Steps - Chrome, For Regular Cab	\$ 600.00	0.5
TOTAL					\$ 1,538.00	1.6



BUSINESS CHOICE PORTAL

USING THE NEW BUSINESS CHOICE PORTAL TO SUBMIT A CLAIM

GATHER YOUR INFORMATION AND DOCUMENTS

To make your claim submission process easier, please have the following information and documents ready before you begin:

- Customer name and proof of business ownership documentation
- VIN and delivery date
- Business Choice Offer and incentive amount as shown on the Buyer’s Order or Incentive Acknowledgement Form
- For Accessory Cash Allowance, a list of accessory part numbers
- For Upfit Cash Allowance, have the upfitter invoice

SUBMITTING THE CLAIM

- To begin, go the Business Choice Portal in GlobalConnect to access the Business Choice Portal app. Follow the steps on each screen to complete the claims submission
- Review the submission for accuracy and click Submit Claim. The system will generate a Confirmation Claim Form that should be printed and then signed by both the Dealer and customer. Retain a copy in the deal jacket for audit purposes

DOCUMENT CHECKLIST FOR THE DEAL JACKET			
Use this chart to determine the documents needed to apply for and process Business Choice claims:			
Documentation	Accessories	Upfits	Ship Through
Proof of Business Ownership	X	X (Non-core only)	
Buyer’s Form showing incentive deducted from the price of the vehicle	X	X	
Incentive Acknowledgement Form	X	X	X (New)
Form to Disclose Non-GM Parts		X	X
Repair Order or Upfitter Invoice	X	X	
Submit Claim Form with customer signatures	X	X	
Business Choice Worksheet with customer signatures			X