



Dealer Fast Start Program Guidelines

As you all know, one of the hardest things in this business is getting that first service contract sold in a newly signed dealership. To help in this area, Interstate is pleased to offer our Dealer Fast Start Bonus Program.

This program is designed to provide additional incentive to the F&I managers and/or dealership to produce service contracts quickly after they sign an Interstate dealer agreement. By returning significant bonus amounts for contracts sold during the first three months after signing up with Interstate, we hope to jump-start production in your newly signed dealerships.

Interstate's Fast-Start Dealer Bonus Program

This program provides the Dealer, F&I Manager or Dealership bonuses for service contracts produced during the first three full months after signing an Interstate service contract dealer agreement on the following programs: StarAuto, StarSport, StarRV, StarMarine.

Eligible Dealers

Any new, non-reinsurance dealer signed on StarAuto, StarSport, StarRV, StarMarine.

"Dealer Data Forms for Agent Completion" and dealer signups, where necessary, must be completed and received by Interstate in order to receive bonuses.

Bonus Period

The first three (3) full months after the date of the dealer agreement. All contracts must be received by Interstate in a timely manner to qualify for bonuses.

Qualifying Contract/Bonus Amounts

All StarAuto, StarSport, StarRV and StarMarine contracts with terms of 12 months or longer:

Total Net Service Contracts Processed During First 3 Full Months	Bonus Amount Per Contract
30 or more	\$30
15 to 29	\$20
Less than 15	\$0

All contract counts will be net of cancellation.

Payment Requests and Dates

All bonuses should be requested by agent with payment directions to include: Payee, SSN or Tax ID Number and Address.

All bonuses will be paid at the end of the first full three months after the date of the dealer agreement.

The goal of the Fast-Start Dealer Bonus Program is to help get newly signed dealers up and producing as soon as possible. This momentum normally continues well after the bonus period has expired. Additionally, we want to provide you with the tools necessary to help you grow your business and show our appreciation for your sales efforts.

Please let us know what else we can do to help!



Fast-Start Dealer Bonus Program Payment Request Form

Date of request: _____

Agent Name: _____ Agent Number: _____

Dealer Name: _____ Dealer Number: _____

Payee: _____

Social Security # or Tax ID #: _____

Address: _____

Please fax completed form to:

Breanne Morley
678-894-3536