



# March Incentives



## 0.0/0.0/0.0/1.9% APR

- 3/17/09 – 3/31/09
- Stand Alone APR to S/A/B/C Tier Customers
- '08 Aveo, Corvette & Equinox
- '09 Aveo, Cobalt, Malibu, Impala, HHR, Equinox, Traverse, Tahoe, Suburban , Silverado LD Crew Cab (all), **Silverado LD Ext Cab (Nat'l)**
- IS compatible with Targeted Lessee Purchase Bonus Cash & DBC/IVC programs
- Is NOT compatible with Bonus Cash, Customer Cash and most other programs

## Bonus Cash

- 3/17/09 – 3/31/09
- \$500 BC = '09 Express Cargo
- \$1,000 BC = '09 Aveo, Cobalt , Equinox, Suburban & '08 Express Cargo
- \$1,500 BC = '09 Malibu, Impala, HHR, Traverse, **Silverado LD Ext Cab (Nat'l)**
- \$2,000 BC = '09 Tahoe, Silverado HD, Silverado LD Crew Cab (all) and '08 Express Cutaway
- Is NOT compatible with Stand Alone APR



# March Incentives



## March Close Instant Value Certificate (IVC) Program

- 3/17/09 – 3/31/09
- Earn: Dealers will receive one (1) \$250 IVC for every ten (10) units of Total Adjusted Availability as listed on the Estimated Shipment Report for the March 2009 Consensus Cycle by BAC for all Divisions.
- Redemption:
  - Stack up to eight \$250 IVC's (\$2,000 total) on '08/09 Silverado, Tahoe, Suburban, Avalanche, Express and C4500
  - Stack up to four \$250 IVC's (\$1,000 total) on all other '08/09 Chevy vehicles (excluding ZR1)
- IVC's MUST be passed on to the customer
- IS compatible with ALL incentives including Stand Alone APR
- IVC's can be applied to any '08/'09MY discounted sales (Employee, Supplier, Dealership Employee, Military, College, Credit Union)



# March Clean Sweep Consensus Program



- Overage Dealer Cash Allowance on Oldest Units in Dealer In Stock Inventory from 3/3/09 – 3/31/09
  - \$1,500 DC on '07/08/09 Traverse, TrailBlazer, Tahoe, Suburban, Avalanche, Silverado, Silverado Classic , Uplander & C4500
  - \$1,000 DC on '07/08/09 Aveo, Cobalt, Malibu & Maxx, Impala, Monte Carlo, Corvette (excl ZR1), HHR, Colorado, Equinox & Express
- Number of eligible units based on Dealer March Consensus Coverage **by Division**
  - Dealer can participate in ANY or ALL Divisions within BAC code
  - Dealer has flexibility between allocation groups within each Division
  - Chevrolet Car and Truck will be considered separate divisions. Commercial vehicles will be in the Chevy Truck data.
  - Camaro, ZR1 & Equinox are excluded from Consensus Estimated shipments

Participation Level	1	2	3	4
Consensus Coverage	0% - 74.9%	75% - 99.9%	100% - 124.9%	125% +
% of Total Availability	10%	20%	30%	40%

- GM assigns allowance(s) by stack ranking Dealer's inventory based on Price Effective Date and applying allowance to oldest units
- Quantity of eligible units is determined by multiplying Dealer's Total Availability (as of 3/3/09) by Participation Level %:

Example:

- Dealer has Total Availability of 100 Units
- Dealer takes 100% of Consensus (Participation Level 3)
- 100 Total Available Units x 30% (Participation Level 3) = 30 Allowances Earned
- 30 Oldest Units of **In Stock Inventory** receive Dealer Cash allowances (according to Price Effective Date)

• Minimum Consensus Requirement for Levels 3 & 4:

- Direct Contact:       Level 3 = (2) per division / Level 4 = (3) per division
- RCC:                    Level 3 = (1) per division / Level 4 = (2) per division



# March Clean Sweep Consensus Program – Screen Shot



## March Over-age Inventory Program

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### Eligible Inventory Report

View Units	Consensus Coverage	% Inventory Eligible	Eligible Units
<input checked="" type="radio"/>	0% - 74.9%	10%	8
<input type="radio"/>	75% - 99.9%	20%	16
<input type="radio"/>	100% - 124.9%	30%	24
<input type="radio"/>	125% +	40%	32

VIN	Model Year	Model	Invoice Date	Status	Delivery Date
123456789V1234567	2008	Colorado	10/08/2008	In Inventory	
123456789V1234323	2008	Colorado	10/12/2008	In Inventory	
123456789G1234987	2008	Silverado	10/16/2008	In Inventory	
123456789V1234567	2008	Impala	10/21/2008	In Inventory	
123456789V1234567	2008	Colorado	10/22/2008	In Inventory	
123456786V1234567	2008	Suburban	11/04/2008	In Inventory	
123456789V1234567	2008	Tahoe	11/09/2008	In Inventory	
123456786V1234567	2008	Tahoe	12/01/2008	In Inventory	

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# March Clean Sweep Consensus Program – Example



Participation Level	1	2	3	4
Consensus Coverage *	0% - 74.9%	75% - 99.9%	100% - 124.9%	125%+
% Inventory Eligible	10%	20%	30%	40%
<b>Chevrolet Truck</b> (selects Level 3 and has 130 vehicles in inventory)			60 oldest vehicles eligible	
<b>Chevrolet Car</b> (selects Level 4 and has 40 vehicles in inventory)				24 oldest vehicles eligible

\*Must meet divisional minimums

\*\*Inventory Snapshot as of March 3rd

		# of eligible units			
Total Availability		0% - 74.9%	75% - 99.9%	100% - 124.9	125%+
		10%	20%	30%	40%
<b>Chevrolet Car</b>	200	20	40	60	80
<b>Chevrolet Truck</b>	60	6	12	18	24
<b>Total</b>	<b>260</b>	<b>26</b>	<b>52</b>	<b>78</b>	<b>104</b>

# Other Offers

## Targeted Lessee Bonus Program

- 3/4/09 - 3/31/09
- Must have GMAC SL/SB w/ a contract end date through 9/30/09 or Non-GMAC Lessees w/ a contract end date through 9/30/09 are eligible for the following:
  - \$4,000 Purchase Bonus Cash on '09 TrailBlazer, Tahoe & Suburban
  - \$3,000 Purchase Bonus Cash on '09 Impala, Silverado, Avalanche & Express
  - \$2,000 Purchase Bonus Cash on '09 Malibu (all), Equinox & Traverse **LT/LTZ**
  - \$1,000 Purchase Bonus Cash on '09 Aveo, Cobalt, HHR, Corvette, **Traverse LS**, Colorado, & C4500
  - **\$0 on ALL '08 Chevy models**
- Eligible towards purchase or lease at ANY financial institution
- SmartBuy customers are eligible for offer
- Compatible with all other offers except Supported SmartLease/SmartBuy.
- Dealer must keep sufficient documentation of customer eligibility in deal jacket for audit purposes.
  - e.g. Copy of Lease Contract or Payment Coupon

## Lease Pull-Ahead

- 1/6/09 – 3/31/09
- Waives Up to 2 Payments on GMAC S/L & S/B Contracts with an End Date no later than 9/30/09



# Other Offers

## March Sell '09MY Overage Units Below Formula Price

- 3/3/09 – 3/31/09
- Allow dealers to sell '09MY units with a Price Effective Date on or before 12/3/08 below formula price
  - i.e.; Employee, Supplier, College Discount, Military, Credit Union

## GM Family First Tagging Program

- 3/2/09 – 3/31/09
- GM Employees and qualifying family members will be allowed to tag select vehicles currently in GM inventory through the GMFamilyFirst.com website
  - Vehicles to be sold at PEP 2



# Other Offers

## GMinventory.com DBC Program – [Extended](#)

- **EARN:** Two \$250 DBC's (\$500) for every Chevrolet, Buick, Pontiac (excluding G8), GMC, Saturn (excluding Astra), Cadillac, and Hummer vehicle taken from [www.gminventory.com](http://www.gminventory.com).
  - For Saturn Astra vehicles only, dealers will receive eight (8) \$250 DBC's for every one (1) unit taken.
  - For Saab 9-7 vehicles only, dealers will receive four (4) \$250 DBC's for every one (1) unit taken
  - **Effective 3/3/09, for Pontiac G8 only, dealers will receive eight (8) \$250 DBC's for every one (1) unit taken.**
- **USAGE:**
  - Applicability: all '08/'09 MY Vehicles
  - Stackability: Dealer can stack up to 8 (\$2,000)
  - '08MY GM Employee/Supplier/Dealership Employee/Military/College Discount/Credit Union sales are eligible for certificate redemption. DBC's can but do not have to be passed along to the customer.
  - '09MY GM Employee/Supplier/Dealership Employee/Military/College Discount/Credit Union sales are eligible for certificate redemption but DBC's CANNOT be passed along to the customer.
- **DATES:**
  - DBC's earned 12/2/08 – 1/5/09 are eligible to be used 12/4/08 - **4/30/09**
  - DBC's earned 1/6/09 – 2/2/09 are eligible to be used 2/3/09 - **4/30/09**
  - DBC's earned 2/3/09 – 3/2/09 are eligible to be used 3/3/09 - **4/30/09**
  - **DBC's earned 3/3/09 – 3/31/09 are eligible to be used 4/1/09 - 4/30/09**



# Other Offers

## Credit Union Member Discount Pricing Program

- Supplier Discount pricing from 1/6/09 - 3/31/09
  - ALL '08/'09/'10 Chevy Vehicles are eligible (excluding ZR1)
- **\$200 Dealer Cash Spiff on ALL Deliveries under this program from 1/26/09 – 3/31/09**
  - ALL '08/'09/'10 Chevy Vehicles are eligible (excluding ZR1)
  - Automatic \$200 Dealer Cash Credit through BARS tied to Credit Union Member Discount Program Authorization Code
  - Dealers can pass this to customers if they choose to do so on 2008 models only; for 2009/2010 models the allowance CANNOT be passed to the customer.
- Program available to ALL Credit Union Members Nation-wide
  - There are 8,260 Credit Unions serving 85 million members Nation-wide
  - Credit Unions have \$150 Billion to lend Nation-wide
  - Program is transferable to individuals residing in the same household
- Customer must get supplier pricing authorization code via GM Credit Union Program website
  - [www.gm.com/creditunion](http://www.gm.com/creditunion)
  - [www.lovemycrreditunion.org](http://www.lovemycrreditunion.org) (Credit Union Site that links to GM Website)
- NOT required to finance with Credit Union
- IS compatible with GM Ext Family Card & Business Card
- Verification of Eligibility:
  - Customers must provide their Credit Union membership card or current statement to prove membership along with their driver's license and authorization number to dealers to receive this offer.
  - Dealer must obtain a nine (9) digit approval code number by logging into [www.gmglobalconnect.com](http://www.gmglobalconnect.com) or by calling the automated system at 1-800-835-4646. The approval code number will appear on the Customer-Dealer Agreement (CDA). Dealer must print the CDA.
  - Offer is transferable to individuals residing in the same household.
- Documentation for audit requirements:



# Other Offers



## Employee Discount For Friends **Conquest** Program

- All GM active salaried employees can request one (1) GM Employee Discount for Friends authorization number per quarter.
- Eligible LTI and M-band Executives can request one (1) GM Employee Discount for Friends Authorization number per month.
- Employee will have to provide the following prospect information to obtain an authorization number on [www.gmfamilyfirst.com](http://www.gmfamilyfirst.com)
  1. Purchaser's Date of Birth
  2. Purchaser's ZIP Code
  3. Purchaser's Name
  4. Purchaser's Address
  5. Purchaser's City
  6. Purchaser's State
  7. Competitor Vehicle Make (Non-GM)
  8. Competitor Vehicle Model (Non-GM)
  9. Competitor's VIN Last 8 Digits (Non-GM)
- Authorization is valid for 6 months from issue date



# Other Offers



## Certified Used Vehicle Rate Support to S/A/B Tier Customers

- 1/6/09 – 3/31/09
- 2.9/4.9/4.9 on Cobalt & Impala
- 4.9/4.9/4.9 on TrailBlazer
- 7.9/7.9/7.9 on all other Chevy models
- 10.9/60 to C Tier Customers on All GM CUV

# **Stackability Examples**



# '09 Malibu

\$1,250 Customer Cash

\$1,500 Bonus Cash

\$2,000 Targeted Lessee Cash

\$4,750 TOTAL CASH



0.0% APR for 60 Months

PLUS \$2,000 Targeted Lessee Cash

**Plus**

- March Consensus Overage \$1,000 Dealer Cash
- Warehouse DBC's



Offers available 3/3/09 – 3/31/09



# '09 Cobalt

\$1,500 Customer Cash

\$1,000 Bonus Cash

\$1,000 Targeted Lessee Cash

\$3,500 TOTAL CASH



0.0% APR for 60 Months

PLUS \$1,000 Targeted Lessee Cash

**Plus**

- March Consensus Overage \$1,000 Dealer Cash
- Warehouse DBC's



Offers available 3/3/09 – 3/31/09



# '09 Traverse LT/LTZ

\$ 750 Customer Cash  
 \$1,500 Bonus Cash  
\$2,000 Targeted Lessee Cash  
 \$4,250 TOTAL CASH



0.0% APR for 60 Months  
PLUS \$2,000 Targeted Lessee  
 Cash

- Plus**
- March Consensus Overage \$1,500 Dealer Cash
  - Warehouse DBC's



Offers available 3/3/09 – 3/31/09



# '09 Silverado LD Crew Cab

\$2,000 Customer Cash

\$2,000 Bonus Cash

\$3,000 Targeted Lessee Cash

\$7,000 TOTAL CASH



0.0% APR for 60 Months

PLUS \$3,000 Targeted Lessee Cash

**Plus**

- March Consensus Overage \$1,500 Dealer Cash
- Warehouse DBC's



Offers available 3/3/09 – 3/31/09





# Chevy '08MY Stackable Cash



**3/17/09 – 3/31/09**

Plus Warehouse  
DBC's !!!

Maximum Available Cash \*

Effective: <b>March 17, 2009</b>	<b>2008 Models (through 3/31/09)</b>					
Models	Customer Cash	Bonus Cash	Targeted Lessee Bonus **	Consensus Overage Dealer Cash	March IVC (maximum amount)	Total Cash
Aveo	\$1,000		\$0	\$1,000	\$1,000	\$3,000
Cobalt	\$2,500		\$0	\$1,000	\$1,000	\$4,500
Malibu (excluding Hybrid)	\$2,750		\$0	\$1,000	\$1,000	\$4,750
Malibu Hybrid	\$1,500		\$0	\$1,000	\$1,000	\$3,500
Impala	\$3,250		\$0	\$1,000	\$1,000	\$5,250
Corvette	\$2,000		\$0	\$1,000	\$1,000	\$4,000
HHR	\$2,500		\$0	\$1,000	\$1,000	\$4,500
Equinox	\$4,250		\$0	\$1,000	\$1,000	\$6,250
TrailBlazer	\$7,250		\$0	\$1,500	\$1,000	\$9,750
Tahoe (All)	\$6,000		\$0	\$1,500	\$2,000	\$9,500
Suburban	\$7,000		\$0	\$1,500	\$2,000	\$10,500
Avalanche	\$5,000		\$0	\$1,500	\$2,000	\$8,500
Colorado Reg Cab	\$2,750		\$0	\$1,000	\$1,000	\$4,750
Colorado Ext / Crew	\$4,250		\$0	\$1,000	\$1,000	\$6,250
Silverado 1500 Reg Cab	\$3,000		\$0	\$1,500	\$2,000	\$6,500
Silverado 1500 Ext Cab	\$5,000		\$0	\$1,500	\$2,000	\$8,500
Silverado 1500 Crew/Hybrid	\$5,000		\$0	\$1,500	\$2,000	\$8,500
Silverado 2500/3500 - Gas	\$6,000		\$0	\$1,500	\$2,000	\$9,500
Silverado 2500/3500 - Diesel	\$7,000		\$0	\$1,500	\$2,000	\$10,500
C4500 Kodiak	\$5,000		\$0	\$1,500	\$2,000	\$8,500
Uplander	\$1,000		\$0	\$1,500	\$1,000	\$3,500
Express Passenger	\$1,500	\$0	\$0	\$1,000	\$2,000	\$4,500
Express Cargo 1500	\$1,500	\$1,000	\$0	\$1,000	\$2,000	\$5,500
Express Cargo 2500	\$2,000	\$1,000	\$0	\$1,000	\$2,000	\$6,000
Express Cargo 3500	\$1,000	\$1,000	\$0	\$1,000	\$2,000	\$5,000
Express Cutaway	\$1,000	\$2,000	\$0	\$1,000	\$2,000	\$6,000

\*Guide Only - Refer to GM Administrative Messages for Official Program Parameters

\*\*Cash Available to GMAC SL/SB or Non-GMAC Lessees w/ a contract end date through 9/30/09. Can be used toward Purchase or Lease at ANY Financial Institution.



# Chevy '09MY Stackable Cash



**3/17/09 – 3/31/09**  
Maximum Available Cash \*

Plus Warehouse  
DBC's !!!

Effective: <b>March 17, 2009</b>	<b>2009 Models (through 3/31/09)</b>					
Models	Customer Cash	Bonus Cash	Targeted Lessee Bonus **	Consensus Overage Dealer Cash	March IVC (maximum amount)	Total Cash
Aveo	\$0	\$1,000	\$1,000	\$1,000	\$1,000	\$4,000
Cobalt	\$1,500	\$1,000	\$1,000	\$1,000	\$1,000	\$5,500
Malibu (excluding Hybrid)	\$1,250	\$1,500	\$2,000	\$1,000	\$1,000	\$6,750
Malibu Hybrid	\$0	\$1,500	\$2,000	\$1,000	\$1,000	\$5,500
Impala	\$1,750	\$1,500	\$3,000	\$1,000	\$1,000	\$8,250
Corvette (excl. ZR1)	\$0		\$1,000	\$1,000	\$1,000	\$3,000
HHR	\$1,000	\$1,500	\$1,000	\$1,000	\$1,000	\$5,500
Equinox	\$1,000	\$1,000	\$2,000	\$1,000	\$1,000	\$6,000
TrailBlazer	\$3,000		\$4,000	\$1,500	\$1,000	\$9,500
Traverse LS	\$750	\$1,500	\$1,000	\$1,500	\$1,000	\$5,750
Traverse LT/LTZ	\$750	\$1,500	\$2,000	\$1,500	\$1,000	\$6,750
Tahoe (All)	\$1,000	\$2,000	\$4,000	\$1,500	\$2,000	\$10,500
Suburban	\$1,000		\$4,000	\$1,500	\$2,000	\$8,500
Avalanche	\$1,500		\$3,000	\$1,500	\$2,000	\$8,000
Colorado Reg Cab	\$0		\$1,000	\$1,000	\$1,000	\$3,000
Colorado Ext / Crew	\$1,000		\$1,000	\$1,000	\$1,000	\$4,000
Silverado 1500 Reg Cab	\$1,500		\$3,000	\$1,500	\$2,000	\$8,000
Silverado 1500 Ext Cab	\$2,500	\$1,500	\$3,000	\$1,500	\$2,000	\$10,500
Silverado 1500 Crew/Hybrid	\$2,000	\$2,000	\$3,000	\$1,500	\$2,000	\$10,500
Silverado 2500/3500 - Gas	\$1,500	\$2,000	\$3,000	\$1,500	\$2,000	\$10,000
Silverado 2500/3500 - Diesel	\$1,500	\$2,000	\$3,000	\$1,500	\$2,000	\$10,000
C4500 Kodiak	\$1,500		\$1,000	\$1,500	\$2,000	\$6,000
Express Passenger	\$500		\$3,000	\$1,000	\$2,000	\$6,500
Express Cargo 1500	\$1,000	\$500	\$3,000	\$1,000	\$2,000	\$7,500
Express Cargo 2500	\$1,000	\$500	\$3,000	\$1,000	\$2,000	\$7,500
Express Cargo 3500	\$1,000	\$500	\$3,000	\$1,000	\$2,000	\$7,500
Express Cutaway	\$1,000	\$0	\$3,000	\$1,000	\$2,000	\$7,000

\*Guide Only - Refer to GM Administrative Messages for Official Program Parameters

\*\*Cash Available to GMAC SL/SB or Non-GMAC Lessees w/ a contract end date through 9/30/09. Can be used toward Purchase or Lease at ANY Financial Institution.



# Chevy '08MY APR + Cash Offers



## 3/17/09 – 3/31/09

Plus Warehouse  
DBC's !!!

\* Maximum Available Cash + APR

Effective: March 17, 2009		2008 Models (through 3/31/09)										
Models	Customer Cash (stacks w/ Std APR)	Bonus Cash	Targeted Lessee Bonus **	Consensus Overage Dealer Cash	March IVC (maximum amount)	Total Cash	+	APR (36/48/60/72)		Stand Alone APR (36/48/60/72)	+	Total Cash
Aveo			\$0	\$1,000	\$1,000	\$2,000	+	6.9/6.9/6.9/std	or	0.0/0.0/0.0/1.9	+	\$2,000
Cobalt			\$0	\$1,000	\$1,000	\$2,000	+	6.9/6.9/6.9/std				
Malibu (excluding Hybrid)			\$0	\$1,000	\$1,000	\$2,000	+	3.9/3.9/3.9/4.9				
Malibu Hybrid			\$0	\$1,000	\$1,000	\$2,000	+	3.9/3.9/3.9/4.9				
Impala			\$0	\$1,000	\$1,000	\$2,000	+	1.9/1.9/1.9/2.9				
Corvette			\$0	\$1,000	\$1,000	\$2,000	+	5.9/5.9/5.9/std	or	0.0/0.0/0.0/1.9	+	\$2,000
HHR			\$0	\$1,000	\$1,000	\$2,000	+	3.9/3.9/3.9/4.9				
Equinox			\$0	\$1,000	\$1,000	\$2,000	+	2.9/2.9/2.9/3.9	or	0.0/0.0/0.0/1.9	+	\$2,000
TrailBlazer			\$0	\$1,500	\$1,000	\$2,500	+	0.0/0.0/0.0/1.9				
Tahoe (All)			\$0	\$1,500	\$2,000	\$3,500	+	1.9/1.9/1.9/3.9				
Suburban			\$0	\$1,500	\$2,000	\$3,500	+	1.9/1.9/1.9/3.9				
Avalanche			\$0	\$1,500	\$2,000	\$3,500	+	1.9/1.9/1.9/3.9				
Colorado Reg Cab			\$0	\$1,000	\$1,000	\$2,000	+	2.9/2.9/2.9/3.9				
Colorado Ext / Crew			\$0	\$1,000	\$1,000	\$2,000	+	2.9/2.9/2.9/3.9				
Silverado 1500 Reg Cab			\$0	\$1,500	\$2,000	\$3,500	+	3.9/3.9/3.9/4.9				
Silverado 1500 Ext Cab			\$0	\$1,500	\$2,000	\$3,500	+	2.9/2.9/2.9/4.9				
Silverado 1500 Crew			\$0	\$1,500	\$2,000	\$3,500	+	3.9/3.9/3.9/4.9				
Silverado 2500/3500 - Gas			\$0	\$1,500	\$2,000	\$3,500	+	4.9/4.9/4.9/4.9				
Silverado 2500/3500 - Diesel			\$0	\$1,500	\$2,000	\$3,500	+	4.9/4.9/4.9/4.9				
C4500 Kodiak			\$0	\$1,500	\$2,000	\$3,500	+	4.9/4.9/4.9/4.9				
Uplander	\$1,000		\$0	\$1,500	\$1,000	\$3,500	+	std				
Express Passenger	\$1,500	\$0	\$0	\$1,000	\$2,000	\$4,500	+	std				
Express Cargo 1500	\$1,500	\$1,000	\$0	\$1,000	\$2,000	\$5,500	+	std				
Express Cargo 2500	\$2,000	\$1,000	\$0	\$1,000	\$2,000	\$6,000	+	std				
Express Cargo 3500	\$1,000	\$1,000	\$0	\$1,000	\$2,000	\$5,000	+	std				
Express Cutaway	\$1,000	\$2,000	\$0	\$1,000	\$2,000	\$6,000	+	std				

\*Guide Only - Refer to GM Administrative Messages for Official Program Parameters

\*\*Cash Available to GMAC SL/SB or Non-GMAC Lessees w/ a contract end date through 9/30/09.



# Chevy '09MY APR + Cash Offers



## 3/17/09 – 3/31/09

Plus Warehouse  
DBC's !!!

\* Maximum Available Cash + APR

Effective: March 17, 2009		2009 Models (through 3/31/09)										
Models	Customer Cash (stacks w/ Std APR)	Bonus Cash	Targeted Lessee Bonus **	Consensus Overage Dealer Cash	March IVC (maximum amount)	Total Cash	+	APR (36/48/60/72)	or	Stand Alone APR (36/48/60/72)	+	"Total Cash" less "Bonus Cash"
Aveo		\$1,000	\$1,000	\$1,000	\$1,000	\$4,000	+	5.9/5.9/5.9/5.9	or	0.0/0.0/0.0/1.9	+	\$3,000
Cobalt		\$1,000	\$1,000	\$1,000	\$1,000	\$4,000	+	2.9/2.9/2.9/4.9	or	0.0/0.0/0.0/1.9	+	\$3,000
Malibu (excluding Hybrid)		\$1,500	\$2,000	\$1,000	\$1,000	\$5,500	+	4.9/4.9/4.9/std	or	0.0/0.0/0.0/1.9	+	\$4,000
Malibu Hybrid	\$0	\$1,500	\$2,000	\$1,000	\$1,000	\$5,500	+	std	or	0.0/0.0/0.0/1.9	+	\$4,000
Impala		\$1,500	\$3,000	\$1,000	\$1,000	\$6,500	+	5.9/5.9/5.9/std	or	0.0/0.0/0.0/1.9	+	\$5,000
Corvette (excl. ZR1)	\$0		\$1,000	\$1,000	\$1,000	\$3,000	+	std				
HHR		\$1,500	\$1,000	\$1,000	\$1,000	\$4,500	+	4.9/4.9/4.9/std	or	0.0/0.0/0.0/1.9	+	\$3,000
Equinox		\$1,000	\$2,000	\$1,000	\$1,000	\$5,000	+	5.9/5.9/5.9/std	or	0.0/0.0/0.0/1.9	+	\$4,000
TrailBlazer			\$4,000	\$1,500	\$1,000	\$6,500	+	3.9/3.9/3.9/4.9				
Traverse LS		\$1,500	\$1,000	\$1,500	\$1,000	\$5,000	+	6.9/6.9/6.9/std	or	0.0/0.0/0.0/1.9	+	\$3,500
Traverse LT/LTZ		\$1,500	\$2,000	\$1,500	\$1,000	\$6,000	+	6.9/6.9/6.9/std	or	0.0/0.0/0.0/1.9	+	\$4,500
Tahoe (All)		\$2,000	\$4,000	\$1,500	\$2,000	\$9,500	+	6.9/6.9/6.9/std	or	0.0/0.0/0.0/1.9	+	\$7,500
Suburban			\$4,000	\$1,500	\$2,000	\$7,500	+	6.9/6.9/6.9/std				
Avalanche			\$3,000	\$1,500	\$2,000	\$6,500	+	5.9/5.9/5.9/std				
Colorado Reg Cab	\$0		\$1,000	\$1,000	\$1,000	\$3,000	+	std				
Colorado Ext / Crew			\$1,000	\$1,000	\$1,000	\$3,000	+	5.9/5.9/5.9/std				
Silverado 1500 Reg Cab			\$3,000	\$1,500	\$2,000	\$6,500	+	4.9/4.9/4.9/std				
Silverado 1500 Ext Cab		\$1,500	\$3,000	\$1,500	\$2,000	\$8,000	+	3.9/3.9/3.9/4.9	or	0.0/0.0/0.0/1.9	+	\$6,500
Silverado 1500 Crew/Hybrid		\$2,000	\$3,000	\$1,500	\$2,000	\$8,500	+	3.9/3.9/3.9/4.9	or	0.0/0.0/0.0/1.9	+	\$6,500
Silverado 2500/3500 - Gas		\$2,000	\$3,000	\$1,500	\$2,000	\$8,500	+	5.9/5.9/5.9/std				
Silverado 2500/3500 - Diesel		\$2,000	\$3,000	\$1,500	\$2,000	\$8,500	+	5.9/5.9/5.9/std				
C4500 Kodiak	\$1,500		\$1,000	\$1,500	\$2,000	\$6,000	+	std				
Express Passenger	\$500		\$3,000	\$1,000	\$2,000	\$6,500	+	std				
Express Cargo 1500	\$1,000	\$500	\$3,000	\$1,000	\$2,000	\$7,500	+	std				
Express Cargo 2500	\$1,000	\$500	\$3,000	\$1,000	\$2,000	\$7,500	+	std				
Express Cargo 3500	\$1,000	\$500	\$3,000	\$1,000	\$2,000	\$7,500	+	std				
Express Cutaway	\$1,000	\$1,000	\$3,000	\$1,000	\$2,000	\$8,000	+	std				

\*Guide Only - Refer to GM Administrative Messages for Official Program Parameters

\*\*Cash Available to GMAC SL/SB or Non-GMAC Lessees w/ a contract end date through 9/30/09.