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Program Rules for the Lexus Subsidized Lease Program are established solely by Lexus. In all matters relating to the interpretation or implementation of any rule or element of the Lexus Subsidized Lease Program, the decision of Lexus shall be final. Lexus reserves the right to cancel, amend or revoke the Lexus Subsidized Lease Program or any of its rules or requirements at any time with or without prior notice or consent of its participants.
Program Specifics

Q: Which vehicles are eligible for the subsidized lease?
A: All New, Certified Pre-Owned and Pre-Owned Lexus vehicles leased through Lexus Financial Services are eligible.

Q: How is the capitalized cost of the selected vehicle determined?
A: Both the selection of the vehicle and the capitalized cost should be agreed upon by the Dealer management and the participant.

Q: Do lease subsidy payments run for the life of the lease?
A: No. Lease subsidy payments are awarded for 12 months at a time or until the approved lease ends, whichever is shorter. If the lease continues beyond 12 months, Associates will remain eligible to receive lease payments as long as they maintain Master Certified status and remain employed and enrolled at a Participating Dealership.

Q: Does Lexus Headquarters provide the entire subsidy amount?
A: No. The subsidy is paid by the Dealership. Lexus credits the Dealership $200 a month for each subsidy. The Dealer adds another $200 to make the total $400 monthly subsidy, and then deducts appropriate withholding taxes before issuing payment to the Associate.

Q: If Participating Associates do not receive a subsidy payment or the check is late, can they hold their lease payment beyond the due date until the check arrives?
A: No. The Associate is responsible for fulfilling the terms of the lease agreement without regard to the subsidy payments.

Q: What should an Associate do if a subsidy payment is significantly late or missing?
A: Contact the Dealership Program Consultant immediately.

Q: If a qualified Associate’s total lease payment is less than $400, is the subsidy reduced to match?
A: No. The Associate will still receive the full subsidized lease amount minus appropriate taxes.

Q: Can a Dealer add conditions to the lease subsidy agreement?
A: No, but Dealers have the right to approve or reject applications as they see fit. Once the subsidy is approved, Dealers are bound by the conditions of the Program Rules.

Q: How many lease subsidies can an Associate receive?
A: An Associate may receive only one lease subsidy for only one vehicle at a time.
Getting Started

Q: When do Dealerships that wish to participate enroll?
A: Dealerships are permitted to enroll at any time using the Dealership enrollment form obtained through the Lexus Commitment to Perfection home page at www.lctphome.com. If you have not enrolled and you are eligible, you will be able to print the enrollment form.

Q: Does a Dealership have to re-enroll in the Program every year?
A: No. Enrollment is a one-time process.

Q: Are new Dealerships eligible to enroll?
A: Yes. Also, in the event a Dealership changes ownership (buy/sell), the new ownership assumes the contractual obligations of the previous Dealership but must complete a new Dealership enrollment form.

Q: Do Master Certified Associates qualify for the subsidy if they already have an existing Lexus lease?
A: Yes, as long as the following three conditions are met:
   • The lease is an approved Lexus Financial Services lease for a Lexus vehicle.
   • The Associate is employed by a Participating Dealership.
   • The Associate’s Dealer Principal has approved the Associate’s enrollment form.

Q: How soon after being approved for Master Certification are Associates eligible to participate?
A: Associates are eligible the month following achieving/recertifying as Master Certified.
Changes in Status

Q: Will lease payments be suspended temporarily when an Associate moves from one Participating Dealership to another?
A: As long as there isn’t a break in employment, the Associate will continue to receive the lease subsidy uninterrupted. It is important that the new Program Consultant notify Lexus Program Headquarters of the Dealership change immediately.

Q: Can a Master Certified Associate who leaves a Nonparticipating Dealership for a Participating Dealership receive the lease subsidy?
A: Yes, as long as the new Participating Dealership approves the Associate’s enrollment and the lease is for a new or pre-owned Lexus vehicle leased through Lexus Financial Services. The Associate is responsible for informing Lexus Program Headquarters of this change.

Q: What happens if a Master Certified Associate already receiving lease subsidy payments moves to a Nonparticipating Dealership?
A: The subsidy payments to the Associate will end.

Q: What happens to subsidies in the event that an Associate is on medical leave or disability?
A: The Associate may continue to receive the subsidy as long as the Associate’s employing Dealer continues to report the Associate as an active employee.

Q: If an Associate changes to a position not eligible for Master Certification, can he/she retain his/her lease subsidy?
A: Yes. The Associate must maintain an eligible LFS Lexus vehicle lease and remain an active Associate of a Participating Lexus Dealership.

Ending Participation

Q: What happens if an Associate terminates a lease early?
A: The subsidy payments stop when the lease is terminated.

Q: What happens to the subsidy if a recipient is terminated from the Dealership?
A: The subsidy payments will end.
Payments

Q: How are payments processed?
A: 1. Associate is eligible to begin receiving payments the month following Master Certification/Recertification.
   2. Associate is solely responsible for making the lease payments to LFS, and such payments are not contingent on payment or receipt of the Program subsidy payment.
   3. Associate must immediately fax a copy of the signed LFS lease contract to Lexus Program Headquarters (to secure prompt processing of subsidy payments).
   4. Payments will begin when all properly completed paperwork has been received and processed.

Replace Lease

Q: What should I do if I replace my LFS vehicle?
A: Submit a copy of the new LFS contract to Lexus Program Headquarters as soon as possible to ensure payments will continue.

More Questions?

Q: Where can answers to other questions be found?
A: For questions regarding subsidy payments, contact your Dealership Program Consultant or Lexus Program Headquarters. All general lease contract questions may be directed to the local Lexus Financial Services branch office.

Any questions regarding the Lexus Commitment to Perfection Certification Program should be directed to Lexus Program Headquarters at 800-346-4447 from 8:00 a.m. to 4:30 p.m. Central time.