

Powered by PSX, WSIP is an exclusive benefit to STAR Elite Dealers that provides dollar rewards based upon your annual year-over-year Toyota Genuine wholesale net parts growth. The only eligibility requirement is PSX, which is included in your STAR Elite benefits.

**FEATURES**

- Automatically gathers dealer parts sales data and determines YOY sales growth
- Calculates rewards based upon percentage of sales growth
- Presents progress on PSX dashboard
- Posts Annual YOY incentive payout to Dealer Parts Statement at quarterly intervals

**INCENTIVE CATEGORIES\***

- 5.0 to <10% YOY Growth: Incentive is 0.50% times incremental increase in Dealer wholesale parts sales
- 10.0 to <15% YOY Growth: Incentive is 0.875% times incremental increase in Dealer wholesale parts sales
- 15.0%+ YOY Growth: Incentive is 1.25% times incremental increase in Dealer wholesale parts sales

\* Each incentive level is calculated on net Toyota parts sales (i.e., Toyota only part numbers net of returns).

**EXAMPLE PAYOUT STRUCTURE**  
ANNUAL PROGRAM WITH QUARTERLY PAYOUTS

| Q1 2019   | Q1 2020   | Q/Q GROWTH \$ | % GROWTH | INCENTIVE* |
|-----------|-----------|---------------|----------|------------|
| \$500,000 | \$540,000 | \$40,000      | 8.000%   | \$200.00   |
| \$500,000 | \$560,000 | \$60,000      | 12.000%  | \$525.00   |
| \$500,000 | \$590,000 | \$90,000      | 18.000%  | \$1,125.00 |

\*Quarterly Wholesale Sales Incentive Program earnings

**ADVANTAGES**

- Rewards you for growing your wholesale parts business
- Provides flexible earnings that may be used for your preferred wholesale parts marketing efforts
- The more you grow, the more you earn!

**VALUE**

- Non-STAR Elite Dealer Not Available
- **STAR Elite Dealer exclusive** **INCLUDED**
  - Provides dollar rewards upon dealer annual year-over-year Toyota Genuine wholesale net parts sales.
  - PSX or PSX Advanced is **REQUIRED**.
  - PSX or PSX Advanced included in the STAR Elite program at **NO ADDITIONAL CHARGE**.

For more information, visit



[www.toyotapartsandservicehub.com](http://www.toyotapartsandservicehub.com)  
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