



Powered by PSX, WSIP<sup>1</sup> 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<sup>2</sup>**

- 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

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

Q1 2018	Q1 2019	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.**

<sup>1</sup> Not available in SET

<sup>2</sup> Note that PSX or PSX Advanced enrollment is required for participation in Toyota's WSIP