



Date: December 2, 2013
To: All Kia Dealers, General Managers and Sales Managers
Subject: November 2013 Final Payment on 13MY Soul

2013 MY Soul Final Payment

Model Year	Model	Final Payment Amount 12/2/13 Only
2013	Soul	\$1,800

Program Period:

- December 2, 2013 Only

Payment Qualification:

- All 2013MY Souls sold with a sale type of **FNLPY** during the program period are eligible for the Final payment incentive.
- All 2013MY Souls sold with any other sales type are not eligible for this program.
- These units will not count or pay for any Dealer Cash or Salesperson/Sales Manager programs.

Additional Information:

- All sales must be sold and reported to your dealership on December 2, 2013 to qualify.
- **Sales dated on any date other than December 2, 2013 will not qualify for payment.**
- KMA reserves the right to audit all Dealer records supporting any vehicle delivery and to disqualify participants in the event of any irregularity. Sufficient dealership records must be kept to evidence the sale or lease of all vehicle deliveries claimed under the program. KMA also reserves the right to charge back to Dealers any rewards improperly paid.
- In all matters relating to the interpretation and application of any rules of this program the decision of KMA shall be final.
- KMA reserves the right to cancel, amend or revoke any incentive, bonus, contest, or other special program at any time.
- Refer to KMA's Sales Policy, effective March 3, 2011 for complete audit information.
- Please contact your District Sales Manager should you have any questions.
- Program End Date – December 2, 2013.