

New Vehicle Purchase Plan/Lease option Customer/Dealer Agreement and Pricing Sheet

(To be completed by Dealer)

PLAN PRICE CALCULATION

1. Amount listed on Invoice for line item labeled "A/Z" Plan, "Plan or "X" Plan. Copy of Invoice must be given to the Customer. \$ _____
2. If vehicle was ordered prior to the announcement of a price increase, it may be eligible for price protection. Is vehicle eligible for price protection? YES NO (circle one)
Dealer may mail check to customer or decrease price. If dealer decreases the price, enter here: (\$ _____)
3. Total (line 1 less line 2, if applicable) \$ _____
4. Dealer-installed equipment, extra charge items* (customers may not be charged extra for prep and conditioning or document preparation fees), negative equity or over-allowance on trade, referral fees, and gifts. This form does not impact the completion of the financing documents that may be used in the course of the sale transaction. Specifically, the form does not determine the cash price in a retail installation sale contract or the agreed upon value of the vehicle in a lease.

Item	Price

TOTAL DEALER-INSTALLED EQUIPMENT AND OTHER EXTRA CHARGE ITEMS \$ _____

5. State and local taxes, registration and license fees \$ _____
6. Less Ford customer cash incentive, lease incentive or down payment (\$ _____)
7. If purchase, total price of vehicle \$ _____

CONTINUE CALCULATION FOR LEASE

8. Less up-front taxes and fees that lessee paid and are not included in the Acquisition Cost (subtract line 7) (\$ _____)
9. Plus additional charges for credit life and accident and health insurance \$ _____
10. IF LEASE, TOTAL LEASE ACQUISITION COST \$ _____

LEASE PURCHASE OPTION PRICE

11. Manufacturer's Suggested Retail Price \$ _____
12. Plus eligible dealer-installed optional equipment (line 4) \$ _____
13. Total price for residual value calculation \$ _____
14. Residual value factor \$ _____
15. Maximum lease residual value \$ _____
16. Less number of miles expected over _____ per year @ _____ a mile (\$ _____)
17. Purchase option fee (\$500 for Red Carpet Lease) \$ _____
18. TOTAL LEASE PURCHASE OPTION PRICE \$ _____

Dealer Initials: _____ Date: _____ Customer Initials: _____ Date: _____

Discard Previous Versions

Revised 11/06