

# FinQuote Accredited Dealer Agreement

Any dealership included in the supply of new vehicles to FinQuote clients are requested to operate under the following terms and conditions:

## Dealers are required to:

- Act honestly and fairly in all dealings with the public and conduct business with strict professional courtesy and integrity;
- Guarantee clear title to any vehicle delivered;
- Not knowingly mislead either introducer or purchaser in relation to the condition of a vehicle or be a party to improper practice in relation to the sale of the vehicle;

## Pricing

FinQuote will make every effort to 'qualify' prospective clients so that when a quote request is received, the business is there to be won. Due to this and because of the volume of new business FinQuote will introduce to your dealership, it is expected significant discounts will be offered on all new vehicle quotes tendered to which a referral fee will be added by FinQuote at its discretion whilst still maintaining an attractive price for the client.

## Vehicle Payment

The balance payable for a new vehicle ordered will be made directly with your dealership either by direct transfer, a lending institution providing finance for the new vehicle or bank cheque provided by the client made available to the dealership no later than 5 days prior to delivery. All new vehicle orders document in the terms and conditions as well as clients being clearly advised cleared funds must be with the supplying dealer before a new car can be released.

## Delivery & Condition

Estimated delivery dates are to be realistic and given in good faith with estimated delivery dates required with all new vehicle quotes. A delivery postcode will be clearly indicated in all quote requests submitted and all vehicles must be delivered to customer's specified address if requested. All vehicles must be delivered with a full tank of fuel and in immaculate condition.

## Invoicing

It is understood and accepted that FinQuote may invoice a variable referral fee for a successful vehicle purchase, however this will have been incorporated into the final sale price on top of your quoted price (allowing for stamp duty and LCT fluctuations if applicable) meaning that the dealership will nett exactly as quoted. FinQuote operates on a contra basis and will invoice less any funds already received. Any funds required over and above the balance payable by the client to the dealership to make up the quoted price will be organised by FinQuote and will be transferred to the supplying dealership at least 48hrs prior to delivery.

**Invoiced amounts and quoted figures must be kept in the strictest confidence at all times. New vehicle invoices must be provided to FinQuote to review and verify before being sent to clients to avoid any mistakes.**

Dealerships are required to pay FinQuote invoices within 7 (seven) days of delivery, failure to meet reasonable payment terms may result in suspension from the program.

## Aftermarket & Finance

It is understood that the dealership is **not** to contact the client for any aftermarket, finance or cross sell sales at any time. If a FinQuote client requests any such services or products from the supplying dealer they are to be referred back to FinQuote.

## Indemnity

You are responsible for the goods and services provided in the course of your business. You will fully indemnify FinQuote against any liability, claims or demands which arise directly or indirectly as a result of you providing goods and services, or as a result of any acts or omissions by you or your employees or contractors.

## Miscellaneous

Upon request any deposits processed or received will be refunded to the client within 7 business days under the following circumstances:

- Client is unable to obtain finance approval;
- Dealer is unable to delivery within 30 days of the delivery date, has not had a new date agreed to by the client with a new purchase order raised notwithstanding the requirement for the customer to provide a written request to rescind from the contract as per the order terms and conditions;
- There is a variance in the quoted price resulting in an increased purchase price for the client.

FinQuote reserves the right to refuse participation at any time and without notice should any of the above conditions not be met.

The submitting of a quote acknowledges receipt and agreement to abide with the above terms and conditions and to act ethically and professionally at all times when dealing with FinQuote and its clients.