PowerGard™ Protection Plan

Extended Warranty for
John Deere AG & Turf Equipment
and AMS Components

Protection You Deserve…Value You Expect!
TRAINING AGENDA

- PowerGard Programs Available - AG / Turf Care & AMS
- Why Sell PowerGard Protection Plans?
  - Dealer Benefits
  - Customer Benefits
  - Successful Dealer Profile/Requirements
- Equipment Programs - Overview
  - AG Equipment (6 Programs = have Engine & Powertrain Coverage available) (6 Programs = have Full Machine Coverage available)
  - Turf Equip (4 Programs = have Eng & Powertrain -or- Full Machine coverage)
  - AMS Components (receivers, processors, displays) – full replacement coverage
  - Eligibility Parameters – varies by equipment type (in warranty or beyond)
  - Delivery Receipt & Contract Processing Procedures
- Marketing/Sales Tips
- PG Inspection & Certification (“PowerGard Certified” = Tractors/Combines/Cotton Harvesters/Sprayers/SPFHs)
What is PowerGard Protection?
Covers Mechanical Breakdown caused by a defective component due to faulty materials, or original workmanship, for John Deere built/branded;

- AMS Components (receivers, processors, displays)
- Tractors, Sprayers, Combines, Cotton Harvesters, Windrowers, SPFHs, Commercial Mowers, Gators, and Golf & Turf equipment
- Limited (engine & powertrain) & Comprehensive (full machine) coverage for all* programs. *AMS is Comprehensive (replacement) coverage under PPP
- Both “Limited” (AG/Turf) & “Comprehensive” (Turf) contracts **always exclude**: - Parts or components covered under a separate manufacturer’s warranty (i.e. tires, batteries, etc) - High wear and maintenance items (i.e. belts, hoses, fuses, paint, decals, etc.) - Attachments or aftermarket options

- See PowerGard Protection contract for details & conditions/limitations
- PowerGard is **NOT** insurance. Dealership employees **do not** have to be licensed to sell!
Increase bottom-line margins & profits (via contract mark-up)!

Move used inventory quicker @ higher selling prices!

Ties customer to the JD dealership for future repairs (vs. IRSs)!

Increase future dealership parts/service revenues & profits!

Move genuine John Deere parts – as required in PG contract terms!

Up-front repair costs paid directly to dealership (Parts paid @ List $)

Reduces special allowance exposure/expenses for dealers!

Increase customer satisfaction when failures do occur under the contract!
CUSTOMER BENEFITS

- Peace of mind (with budgeted payments)
- Reduced down time (contracts pay for large repairs)
- Increased value at resale or on time of trade-in
- No pre-approvals needed on covered repairs
- Repair costs (less any deductible) paid directly to dealership (no pre-payments)
- Provides protection from catastrophic losses, up to the full value of the unit
- Flexible coverage terms to meet customer ownership periods and annual usage
- Helps control the owner’s total cost of equipment ownership
- Finance through JDC, Farm Plan, etc.
- Transferable coverage to next owner with **no** transfer fees/paperwork
For JD Dealerships to be successful and profitable with PowerGard Protection extended warranty programs, they must:

• Offer the plans to every customer, every time (be consistent)
• Communicate the coverage clearly (‘Limited’ or ‘Comprehensive’)
• Communicate any deductibles clearly to the customer (‘their risk’)
• Document purchases/rejections at T.O.S. (JD P.O./PG reject form)
• Communicate between departments (sales, service, office/admin)
• ONLY offer Plan B coverage on existing ‘Certified Approved’ units!
• Standard process for PG Inspection/Cert - (documents, mail time)
• Process PPP contracts timely, and accurately (standards-weekly)
AG EQUIPMENT PROGRAMS

PowerGard Protection - Eligible for John Deere:

• **Tractors** - *(New or Used)*
• **Combines** - *(New or Used)*
• **Cotton Harvesters** *(New or Used)*
• **Self-Propelled Sprayers** - *(New or Used)*
• **Self-Propelled Forage Harvesters** - *(New or Used)*
• **Windrowers** - *(New only)*
**Plan A**

- Available on all new JD CUTs, through 9000 4WD tractors
- All Coverage Terms are in: Total Months & Total Hours and include the basic warranty terms.
- Commercial Customers only; Not available for residential customers (except in 28 specific US states for 5000 through 9000 Series tractors) In Canada, all residential customers are eligible on all tractor models.
- Must be within Deere Basic Warranty to purchase coverage
- Customers can purchase Limited (engine & powertrain) – or - Comprehensive (full machine) coverage.
- Most AG programs have ability to “upgrade” contracts to higher plan terms (to max) if PPP is still active.

**Plan B**

- Available on CUT through 9000 used (beyond basic warranty) units in dealership inventory when inspected & certified prior to contract sale if:
  - Under 10 years old
  - Under 5000 hours on working hour meter
  - Equipment inspected/certified
  - Equipment inspected/certified
  - Contract entered within 30 days of delivery
  - Dealer is responsible for any PPP covered claims (less customer deductibles) that occur in the first 30 days/50 hours after contract is officially registered with Deere.
- Time/Hour option coverage starts on date of delivery and the actual hours on unit at time of sale/delivery.
**PLAN A**

**NEW TRACTORS**

**ELIGIBILITY CHART**

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**John Deere Basic Warranty:**

*Full Machine - 24 months/2000 hours*

* CUTs get 2 year full machine / 6 year Limited Basic – sold/delivered after 1/1/2016

‘New’ Tractors = still under basic warranty

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**Basic Warranty Start Date**

- 12 months / 1000 hrs
- 24 months / 2000 hrs

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**“Grace Period”**

- Lowest Price Possible
- No Inspection/Certification required

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**“Delayed Purchase Period”**

- 40% Rate Surcharge Applies
- No Certification Required

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**Coverage Forms Available:**

- Comprehensive (full machine)
- Limited (engine & powertrain)
- Upgrades also available; if in the same coverage form/type

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**Deductibles Effective As of 5/1/03 (per work order):**

- $100 deductible for CUT Tractors
- $250 deductible for 5000 & 6000 (small frame) Series
- $500 deductible for large frame 6R’s, 7000 & 8000 Series
- $750 deductible for 9000 Series (4WDs)

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*See PowerGard Protection contract for complete details*
**Coverage term options include the John Deere Basic Warranty for tractors.**

[ Basic Warranty = 24 months / 2000 hours ]

<table>
<thead>
<tr>
<th>Total Months/Total Hours</th>
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<th>Total Months/Total Hours</th>
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</thead>
<tbody>
<tr>
<td>36 months / 1500 hours</td>
<td>48 months / 1500 hours</td>
<td>60 months / 1500 hours</td>
<td>72 months / 1500 hours</td>
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<td>36 months / 2000 hours</td>
<td>48 months / 2000 hours</td>
<td>60 months / 2000 hours</td>
<td>72 months / 2000 hours</td>
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<td>36 months / 2500 hours</td>
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<td>72 months / 2500 hours</td>
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<td>60 months / 3000 hours</td>
<td>72 months / 3000 hours</td>
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<td>36 months / 3500 hours</td>
<td>48 months / 3500 hours</td>
<td>60 months / 3500 hours</td>
<td>72 months / 3500 hours</td>
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<td>36 months / 4000 hours</td>
<td>48 months / 4000 hours</td>
<td>60 months / 4000 hours</td>
<td>72 months / 4000 hours</td>
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<td>36 months / 4500 hours</td>
<td>48 months / 4500 hours</td>
<td>60 months / 4500 hours</td>
<td>72 months / 4500 hours</td>
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<tr>
<td>36 months / 5000 hours</td>
<td>48 months / 5000 hours</td>
<td>60 months / 5000 hours</td>
<td>72 months / 5000 hours</td>
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<tr>
<td>36 months / 6000 hours</td>
<td>48 months / 6000 hours</td>
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<tr>
<td>36 months / 7500 hours</td>
<td>48 months / 7500 hours</td>
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</tbody>
</table>

*Note: The 72 total month plan term options are available to initial customers or as upgrades.*
PLAN A or PLAN B
NEW or USED TRACTORS
- IN COMMERCIAL APPLICATIONS

“Commercial Applications” means land leveling, land planing, grading, or mining operations, other than mowing or normal agricultural operations (disking, ripping, tilling, etc.)

- Commercial applications (PPP coverage) is added/applied on ALL scraper approved tractor models.
- Once a tractor has been used in Comm. Scraper Applications and had this coverage indicator under PPP, all subsequent PPP contracts require Scraper applications coverage and surcharges (Plan A or B)
- Does not apply to tractors under 100 PTO HP (pulling box scrapers)
- Commercial price is 2.75X the standard PG rates
- If Commercial Applications is not specified, and additional fee is not paid, contract is invalid (if scraper related use and failures)
- PowerGard is not available on select 8020/9020’s when scraping (due to no basic warranty if pulling over 150 hrs/yr- per TT Bulletin #366.)
- Maximum PPP total hours for these is limited to 5000 hours.
PLAN B
USED TRACTORS
ELIGIBILITY CHART

“Used” Tractors = units in dealer inventory, out of warranty, & certified

<table>
<thead>
<tr>
<th>Basic Warranty</th>
<th>&lt;10 yrs from Original Invoice Date and/or &lt;5000 Total Operating hrs</th>
</tr>
</thead>
<tbody>
<tr>
<td>End Date</td>
<td></td>
</tr>
</tbody>
</table>

Plan B
Certification Required prior to selling Limited Coverage

> 10 years or > 5000 Hours
Not Available

Engine and Powertrain Only Coverage. Delivery receipt on the used unit required.

Must be in dealership inventory, have no active PPP contract, & “PowerGard Certified” to be eligible for Plan B

For all Plan B PPP contracts sold by the dealership (regardless of equipment type), the selling dealer will be responsible for any repairs (minus the deductible) in the first 30 days or 50 hours after the contract is purchased and registered with Deere & Co.

$100, $250, $500, or $750 deductible (per work order) by series

See PowerGard Protection contracts for complete details!
PowerGard Plan B coverage for out-of-warranty, certified tractors begins at Actual Hours on unit & Date of Delivery of tractor = “day one” coverage

6 total months/500 total hours
12 total months/500 total hours
12 total months/1000 total hours

24 total months/500 total hours
24 total months/1000 total hours
24 total months/1500 total hours
24 total months/2000 total hours

36 total months/500 total hours
36 total months/1000 total hours
36 total months/1500 total hours
36 total months/2000 total hours
Inspection/Certification is required for:

- **Plan A - Delayed Purchase Period** contracts (on all **new** tractors and SPFH and Combines [when purchasing Comprehensive coverage])
- **All Plan B** contracts (on **used** tractors, sprayers, combines, cotton harvesters, and SPFHs)

**Procedures:**

1. Order test kit (DKGA2019 (US) / DKGA2019CAN (CA)) through JDPOINT (vendor direct from Analysts Inc. effective 3 April 2017). US Kits = $82.55 US$ / CA Kits = $82.55 CA$

   Kits INCLUDE all shipping (to you) and fluid analysis and reports!

2. Complete the PG Inspection & Certification form – (or online via MFP)
   
   - Complete and fax the forms (Part A & B) to: **(309) 749-0789**

3. Pull & submit fluid samples to Analysts Inc. with copy of Part A of form

4. Complete all mandatory & safety PIPS

5. Review fluid test results & complete any needed corrective actions

6. Once certified, apply **PowerGard** certified decal or cling.

7. Market/sell **PowerGard** contract, or promote “Certification”

**PowerGard I/C is good for 12 months/250 engine hours** – on all equipment types
1. Order PG test kit (DKGA2019/DKGA2019CAN) [$82.55 US / $82.55 CA]

2. Certification time with Service Dept. (~1-2 hours w/ short I/C form)

3. Perform visual & mechanical inspection and complete the inspection/certification form

4. Pull samples from coolant, engine oil, and transmission/hydraulic

5. Submit fluid samples to: Analysts Inc.
   2450 Hassell Road
   Hoffman Estates IL 60195

6. Review results when complete (paper/on-line)– have to be “normal”

7. Complete any necessary/corrective actions

Dealers are responsible for certifying all units in the I/C parameters PRIOR TO quoting, selling and processing PPP contracts!
PLAN A (New) & PLAN B (Used) COMBINES ELIGIBILITY CHART

John Deere Basic Warranty: Full Machine - 12 months/unlimited hours
Engine - 24 months/2000 hours

Start Basic Warranty
- 95 days / 100 hrs
- 12 mo. / 1000 hrs
- 6 yrs / 1500 hrs

Plan A
- "Grace Period"
- Lowest Possible Price
- 40% Surcharge
- $500 deductible per work order
- No Certification Required

Plan A
- "Delayed Purchase"

Plan B
- Certification is Required for all out-of-warranty units

Limited (engine & powertrain) Coverage
Engine and Powertrain Coverage, plus:
- Cylinder drive gear case – all components inside
- Reverser gear case – all components inside
- $500 deductible per work order

Comprehensive (full machine) Cov.
Provides full machine coverage, less high-wear or maintenance items. Also not covered are tires, batteries, radios, and AMS components and/or software.
- $250 deductible per work order

See PowerGard Protection contracts for complete details
PLAN A (New) and PLAN B (Used) 

COMBINES PLAN TERM OPTIONS

“Total” Time and Hour Options

Include the underlying JD Basic Warranty of 12 months

**Plan A - New**

[Unit: Within the J D Basic Warranty]
- 24 months / 500 hours
- 24 months / 1000 hours
- 24 months / 2000 hours
- 36 months / 750 hours
- 36 months / 1000 hours
- 36 months / 1500 hours
- 36 months / 2000 hours
- 36 months / 3000 hours
- 48 months / 1000 hours
- 48 months / 1500 hours
- 48 months / 2000 hours
- 48 months / 2500 hours
- 48 months / 3000 hours
- 60 months / 1250 hours
- 60 months / 1750 hours
- 60 months / 2500 hours
- 60 months / 3000 hours
- 60 months / 3500 hours
- 72 months / 1500 hours
- 72 months / 1750 hours
- 72 months / 2000 hours
- 72 months / 2500 hours
- 72 months / 3000 hours
- 72 months / 3500 hours
- 72 months / 4000 hours

**Plan B - Used**

[Unit: Beyond J D Basic Warranty, Certified, & in Dealer Inventory]
- 12 months / 250 hours
- 12 months / 500 hours
- 24 months / 500 hours
- 24 months / 1000 hours
- 36 months / 750 hours
- 36 months / 1500 hours
- NOTE: The 30 day/50 hour dealer responsibility period exists on all Plan B PPP contracts on I/C approved units since ‘day one’ exposure in PPP coverage after delivery.

John Deere
# COTTON HARVESTERS

## ELIGIBILITY CHART

### John Deere Basic Warranty:
- **Full Machine**: 12 months/unlimited hours
- **Engine**: 24 months/2000 hours

### Start Basic Warranty
- 95 days / 100 hrs
- 12 mo. / 1000 hrs
- 6 yrs / 1500 hrs

### Plan A
- **“Grace Period”**
- **Lowest Possible Price**
- **40% Surcharge**
- **No Certification Required**
- **Limited (engine & powertrain)**
  - Engine & Powertrain, plus:
    - Unit drive hydrostatic pump
    - Unit drive hydrostatic motor
    - $500 deductible per work order

### Plan A
- **“Delayed Purchase”**
- **Comprehensive (full machine) Cov.**
  - Provides full machine coverage, less high-wear or maintenance items. Also not covered are tires, batteries, radios, and AMS components and/or software.
  - $500 deductible per work order

### Plan B
- **Certification is Required for all out-of-warranty units**

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See PowerGard Protection contracts for complete details.
PLAN A (New) and PLAN B (Used)

COTTON HARVESTERS

PLAN TERM OPTIONS

“Total” Time and Hour Options

Include the underlying JD Basic Warranty of 12 months

Plan A - New

[Units Within the J D Basic Warranty]
- 24 months / 500 hours
- 24 months / 1000 hours
- 24 months / 2000 hours
- 36 months / 750 hours
- 36 months / 1000 hours
- 36 months / 1500 hours
- 36 months / 2000 hours
* 36 months / 3000 hours
* 48 months / 1000 hours
* 48 months / 2000 hours
* 60 months / 1250 hours
* 60 months / 2500 hours

Plan B - Used

[Units Beyond J D Basic Warranty, Certified, & in Dealer Inventory]
- 12 months / 250 hours
- 12 months / 500 hours
- 24 months / 500 hours
- 24 months / 1000 hours
- 36 months / 750 hours
- 36 months / 1500 hours
- 36 months / 2000 hours

NOTE: The 30 day/50 hour dealer responsibility period exists on all Plan B PPP contracts on I/C approved units since ‘day one’ PG coverage upon delivery.

* NOT available for Comprehensive Coverage
**John Deere Basic Warranty:**

- **Full Machine** - 12 months/unlimited hours
- **Engine** - 24 months/2000 hours

<table>
<thead>
<tr>
<th>Start Basic Warranty</th>
<th>95 days / 100 hrs</th>
<th>12 mo. / 1000 hrs</th>
<th>6 yrs / 1500 hrs</th>
</tr>
</thead>
</table>

**Plan A**

- **“Grace Period”**
- Lowest Price
- No Certification

**Plan A**

- **“Delayed Purchase”**
- 40% Surcharge
- No Certification Required

**Plan B**

- Certification is **required** on all out of warranty units.

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**Limited Coverage**

- Engine and Powertrain coverage
- + some miscellaneous components
- $500 deductible *per work order*

**Comprehensive Coverage**

- Covers all main components less tires, batteries, radios etc.
- Similar coverage to basic warranty.
- Excludes wear & maintenance items
- $500 deductible *per work order*

*See PowerGard contracts for details!*
SELF PROPELLED FORAGE HARVESTERS
LIMITED (Engine & Powertrain) COVERAGE
MISCELLANEOUS COV. COMPONENTS

- Engine
- Powertrain
- Length of cut transmission
- Bevel gearbox drive (Right angle gearbox)
- All hydraulic pumps & motors
- Reverser motor
- Roll spacing adjusting motors
- Shear bar adjustment motors
- Horizontal and vertical sharpening stone adjustment motors
- Spout flap adjusting motor
- Power distribution circuit board
- Relay diode circuit board
- Electric motors that work only when the cutter head is engaged

See PowerGard contract for details!
**Comprehensive (Full Machine)**

**“Total” Time and Hour Options**

Includes the underlying JD Basic Warranty of 12 months

<table>
<thead>
<tr>
<th>Plan</th>
<th>Time/Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>24 months / 600 hours*</td>
<td>36 months / 900 hours</td>
</tr>
<tr>
<td>24 months / 900 hours*</td>
<td>36 months / 1500 hours</td>
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<tr>
<td>24 months / 1200 hours*</td>
<td>36 months / 1800 hours</td>
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<tr>
<td>24 months / 2000 hours*</td>
<td>36 months / 2500 hours</td>
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<tr>
<td>24 months / 2500 hours*</td>
<td>36 months / 3000 hours</td>
</tr>
<tr>
<td>36 months / 900 hours</td>
<td></td>
</tr>
</tbody>
</table>

* Engine Coverage provided under Deere Basic Warranty of 24 month / 2000 hours on all AG products. These options provide transmission coverage.
Limited (Engine & Powertrain)
“Total” Time and Hour Options
Includes the underlying JD Basic Warranty of 12 months

24 months / 500 hours*     48 months / 1000 hours
24 months / 1000 hours*    48 months / 2000 hours
24 months / 2000 hours*    48 months / 3000 hours
36 months / 750 hours      60 months / 1200 hours
36 months / 1500 hours     60 months / 2500 hours
36 months / 3000 hours     60 months / 3000 hours

* Engine Coverage provided under Deere Basic Warranty of 24 month / 2000 hours on all AG products. These options provide transmission coverage.
SELF-PROPELLED FORAGE HARVESTERS

PLAN B – PLAN TERM OPTIONS

Limited (Engine & Powertrain) “Total” Time and Hour Options For Plan B (used units, beyond warranty, in dealer inventory)

- 12 months / 250 hours
- 12 months / 500 hours
- 24 months / 500 hours
- 24 months / 1000 hours

- All plan terms START upon the used delivery receipt date, and total hours purchased are added to the existing hour meter reading at the time of sale & delivery.
- ALL eligible used units must not have any PPP contracts on them, be in dealer inventory held for sale, and pass Inspection, fluid testing and certification.
### Deere Basic Warranty:

- **Full Machine**: 12 months/unlimited hours
- **Engine**: 24 months/2000 hours

<table>
<thead>
<tr>
<th>Start Basic</th>
<th>95 days / 100 hrs</th>
<th>12 mo. / 1000 hrs</th>
<th>6 yrs / 1500 hrs</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Plan A</strong></td>
<td>&quot;Grace Period&quot;</td>
<td>&quot;Delayed Purchase&quot;</td>
<td></td>
</tr>
<tr>
<td>Lowest Price</td>
<td>40% Surcharge</td>
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<td></td>
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</tbody>
</table>

**Limited (Engine & Powertrain)**

- $500 deductible per work order

**Comprehensive (full machine)**

- Certification is required, for all out-of-warranty units

- $500 deductible per work order

* See Coverage Exclusions & Limitations

See PowerGard contract for complete details
Plan A “Total” Time & Hour Options

Includes the underlying JD Basic Warranty of 12 months
And 24 months/2000 hour engine basic warranty

Limited (engine & powertrain) Coverage
For new (in warranty) 4000 Series Sprayers

*24 months / 1000 hours        60 months / 2000 hours
*24 months / 1500 hours        60 months / 2500 hours
*24 months / 2000 hours        60 months / 3000 hours
36 months / 1500 hours         60 months / 3500 hours
36 months / 2000 hours         60 months / 4000 hours
36 months / 3000 hours         72 months / 2000 hours
48 months / 2000 hours         72 months / 2500 hours
48 months / 2500 hours         72 months / 3000 hours
48 months / 3000 hours         72 months / 3500 hours
48 months / 3500 hours         72 months / 4000 hours
48 months / 4000 hours

* Engine Coverage provided under Deere Basic Warranty of 24 month / 2000 hours on all AG products. These terms provide transmission coverage.

All plan terms are for either Limited or Comprehensive coverage forms for initial purchase or upgrades.
Plan B Time & Hour Options

PowerGard Coverage begins upon delivery date of all used, out of warranty certified sprayers, once the contract is purchased/registered by the dealer. Total Hours purchased are beyond the hour meter reading at the time of contract sale. Total months are months beyond the used delivery date.

Limited (Engine and powertrain) Coverage only

For used John Deere 4000 / 6000 series sprayers

- 12 months / 250 hours
- 12 months / 500 hours
- 24 months / 500 hours
- 24 months / 1000 hours
- 24 months / 1500 hours
- 36 months / 750 hours
- 36 months / 1500 hours
- 36 months / 2000 hours
Plan A (Only) “Upgrade” Rules under PowerGard

Some customers may purchase PPP coverage under Plan A on their “in warranty” AG products and later decide to keep it longer than originally planned. In some cases, they can “upgrade” their existing PPP contract to more months, higher total hours (or both), as long as they are not at the “maximum” plan terms.

- Upgrades under Plan A are only “Limited to Limited” and/or “Comprehensive to Comprehensive” coverage.

The following rules apply to PPP Plan A Upgrades:

- **Only** eligible for **Tractors, Combines, Sprayers, SPFHs** and **Cotton Harvesters**
- **Tractors & Combines** - when upgrading to Limited or Comprehensive plan term options (> 60 total months), I/C is required when selling used covered unit to the **next customer**
  - For rolled machines, going to secondary customers, purchasing 66, 72, 78, 84, 90 or 96 total month plan terms may be available for purchasing or next leasing customers
- **ALL** contract upgrades are subject to DPP/Upgrade surcharges (at 40%) for each extension
- **ALL** Contract Upgrades are subject to fluid testing, Inspections (condition) and “Approvals”!
- For customer owned machines, upgrades are **NOT** available for ‘Limited to Comp’ switching

[John Deere logo]
### John Deere Basic Warranty:

<table>
<thead>
<tr>
<th>Component</th>
<th>Full Machine - 12 months/unlimited hours</th>
<th>Engine - 24 months/2000 hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Start Basic Warranty</td>
<td>95 days / 100 hrs</td>
<td>12 mo. / 1000 hrs</td>
</tr>
</tbody>
</table>

#### Plan A

- **Limited Coverage**
  - Engine and Powertrain Coverage, plus:
  - Gear case for platform drive pump (not on header)
  - Platform drive pump
  - Platform drive motor
  - $500 deductible per work order

- **Comprehensive Coverage**
  - Covers all main components less tires, batteries, radios, AMS components etc.
  - Similar coverage to basic warranty
  - Excludes wear & maintenance items
  - $500 deductible per work order

- **Plan A**
  - “Grace Period”
  - Lowest Price
  - No Certification

- **Plan A**
  - “Delayed Purchase”
  - 40% Surcharge
  - No Certification

- **Plan B**
  - Not Available on units beyond Basic Warranty

See PowerGard contracts for details!
Limited (Engine & Powertrain)  
“Total” Time and Hour Options  
Includes the underlying JD Basic Warranty of 12 months

24 months / 500 hours*  
24 months / 1000 hours*  
24 months / 2000 hours*  
36 months / 750 hours  
36 months / 1500 hours  
36 months / 3000 hours

48 months / 1000 hours  
48 months / 2000 hours  
48 months / 3000 hours  
60 months / 1250 hours  
60 months / 2500 hours  
60 months / 3000 hours

* Engine Coverage provided under Deere Basic Warranty of 24 month / 2000 hours on all AG products. These terms provide transmission coverage.
Comprehensive (Full Machine)
“Total” Time and Hour Options
Includes the underlying JD Basic Warranty of 12 months

- 24 months / 500 hours*
- 24 months / 1000 hours*
- 24 months / 1500 hours*
- 24 months / 2000 hours *
- 36 months / 750 hours
- 36 months / 1500 hours
- 36 months / 2000 hours
- 36 months / 3000 hours

* Engine Coverage provided under Deere Basic Warranty of 24 month / 2000 hours on all AG products. These terms provide transmission coverage under PPP.
POWERGARD
ACCEPT/REJECT FORM

Check box if:
“Accepted” – or - “Declined”
If Declined, dealer should have customer complete this form & file
- Customer thinks twice before rejecting.
- Dealer has verification PowerGard was offered, and outcome.
- Provides special allowance documentation for later reference if out-of-warranty failures occur.
New PPP Web Site - Sales Home Page – Contract Purchase

Contract Purchase link is featured on the Home Page.
New PPP Web Site - Contract Purchase App

The PPP Purchase Contract application has a totally new look.

First step is to enter a valid 17 Digit PIN on an eligible product.

Remember that on brand new products, and on used units sold out of dealer inventory to next customers, a delivery receipt is required FIRST before PG Contract Purchases!
Once you enter your 17 Digit PIN, then just click the ‘Go’ button.

All next steps will be highlighted in a gold action button on each screen.
Next screen provides details off of the PIN. The equipment type, the basic warranty details, current customer, current responsible dealer, etc. Any of these can be “opened” for more details.

Next step is to enter the current engine hours!
New PPP Web Site - Contract Purchase App

Enter the engine hours and then click the gold “Next” button to proceed.

**NOTE:** It is VERY important to always enter CORRECT engine hours before PPP contract purchases!
Next step is to Select your Coverage Type preference: (Limited or Comprehensive)
The **Plan Term Options** will appear next (in total months / total hours). Select the desired plan term that was quoted and sold by clicking the associated radio button.
Once you selected your Plan Term Option (60 months/4000 hours in this example), the “Reference Number” is the dealer cost ($3,841 in this example) and the “Protection Fee” (List Price) is shown ($4,801 in this example).

Click “Continue to Summary” to proceed and actually purchase (register) the PG Contract!
The final “Summary” page outlines all PPP information through the entire process and the details selected. The next page allows the user to Click “Next” to actually purchase the contract.

Once purchased, the SAP master warranty code is passed to JD Warranty. Your dealership is billed the MDP cost at month-end.
You also have the opportunity to select the "Print Schedule" button to generate this type of Schedule of Coverage detailed document. This serves as a "proof of purchase" and can be printed and copied (provided to customer and/or kept in customer file).
John Deere Basic Warranty

- Claims entered in JD Warranty
- Parts paid @ dealer cost +20% parts additive
- Labor: 2% labor additive (includes reasonable diagnostic time)

PowerGard Extended Warranty

- Claims entered in JD Warranty
- Parts paid @ full List Prices
- Labor paid based on:
  - Dealer’s registered labor rate w/ Deere
  - Service Pricing Guide (SPG’s)
  - Statistical averages for like-repairs
  - Reasonable diagnostic time reimbursement is also provided
- Deductibles apply “per work order”.
- Pays for “related damage” to non-covered components if damage originated in a covered component under PowerGard.
PowerGard Protection - Eligible for John Deere:

• **Tractors (CUT Series)** - *(New or Used)*  [reviewed in slides 8-15]
  
  **NOTE:** Since CUTs get a 6 year LIMITED BASIC Warranty, **do not** quote or sell Limited (engine & powertrain) coverage.

• **Gator Utility Vehicles** - *(New only)*

• **Commercial Mowers** - *(New only)*

• **Golf & Turf Equipment** - *(New only)*
## COMMERCIAL MOWERS, ELIGIBILITY CHART

<table>
<thead>
<tr>
<th><strong>Basic Start Warranty</strong></th>
<th><strong>120 days / 100 hrs</strong></th>
<th><strong>12 months / 300 hrs</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>“Grace Period”</strong></td>
<td><strong>“Delayed Purchase Period”</strong></td>
<td><strong>Beyond 12 mos / 300 hrs</strong></td>
</tr>
<tr>
<td><strong>Lowest Possible Price</strong></td>
<td><strong>50% Surcharge Applies</strong></td>
<td><strong>No Certification</strong></td>
</tr>
</tbody>
</table>

Available to **commercial customers only** (for US)

**“Comprehensive”** (full machine) or **“Limited”** (engine & powertrain only)

$100 transportation allowance (dealer to request under “other credits”)

$0 deductible - all plans, all options

*See PowerGard Protection contracts for complete details!*
# GATOR/UV’s, GOLF & TURF ELIGIBILITY CHART

<table>
<thead>
<tr>
<th>Basic Start Warranty</th>
<th>95 days / 100 hrs</th>
<th>12 months / 300 hrs</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>“Grace Period”</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lowest Possible Price</td>
<td>50% Surcharge Applies</td>
<td>No Certification</td>
</tr>
<tr>
<td><strong>“Delayed Purchase Period”</strong></td>
<td>PowerGard</td>
<td>Not Available</td>
</tr>
<tr>
<td>Beyond 12 mos / 300 hrs</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Available to **commercial customers only** (for US) **“Comprehensive”** (full machine) or **“Limited”** (engine & powertrain only) $100 transportation allowance (dealer to request under “other credits”) $0 deductible - all plans, all options

*See PowerGard Protection contracts for complete details!*
COMMERCIAL MOWERS
PLAN TERM OPTIONS

“Total” Time and Hour Options

Includes the underlying JD Basic Warranty of 12 months

For New John Deere Commercial Front Mowers, Commercial Walk Behinds, Z-Traks, Quik-Trak, and Wide Area Mowers (with hour meters)

30 Months/750 Hours          42 Months/1000 Hours
30 Months/1250 Hours         42 Months/1750 Hours
36 Months/1000 Hours        48 Months/1200 Hours
36 Months/1500 Hours        48 Months/1500***
36 Months/2000 Hours*       48 Months/2250*
36 Months/2500 Hours**      * Not available on Z-Traks
** Not available on Z-Traks nor F700
*** Available for Z-Traks only

Options Above Include the Deere Basic Warranty:
Full Machine - 24 months/’unlimited’ hours
“Total” Time and Hour Options
Includes the underlying JD Basic Warranty of 12 months
For New John Deere 1800 UV’s & All Gators
(except Military Gators)

<table>
<thead>
<tr>
<th>18 Months / 250 Hours</th>
<th>30 Months / 500 Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>18 Months / 500 Hours</td>
<td>30 Months / 1000 Hours</td>
</tr>
<tr>
<td>*24 Months / 300 Hours</td>
<td>36 Months / 600 Hours</td>
</tr>
<tr>
<td>24 Months / 600 Hours</td>
<td>36 Months / 1200 Hours</td>
</tr>
<tr>
<td>24 Months / 800 Hours</td>
<td></td>
</tr>
</tbody>
</table>

Options Above Include the Deere Basic Warranty:
Full Machine - 12 months / 1000 hours

- Military Gators are also not eligible for PPP plans.
- E-Gators have special time/hour options/contract.
- * only option for RSX Gators (Canada only) For U.S. RSX Gator customers, PPP-Residential is available.
“Total” Time and Hour Options
Includes the underlying JD Basic Warranty of 12 months
For **New** Fairway Mowers, Greens Mowers, Utility Mowers, Bunker Rakes, Wide Area Mowers

<table>
<thead>
<tr>
<th>Plan</th>
<th>Months</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>36</td>
<td>1000</td>
<td></td>
</tr>
<tr>
<td>36</td>
<td>1800</td>
<td>**</td>
</tr>
<tr>
<td>36</td>
<td>3000</td>
<td>*</td>
</tr>
<tr>
<td>42</td>
<td>1750</td>
<td></td>
</tr>
<tr>
<td>42</td>
<td>3500</td>
<td>*</td>
</tr>
<tr>
<td>48</td>
<td>2500</td>
<td></td>
</tr>
<tr>
<td>48</td>
<td>3500</td>
<td>*</td>
</tr>
</tbody>
</table>

* Options not available for Bunker Rake
** 70% of G&T equipment leased

Options Above **Include** the Deere Basic Warranty:
*Full Machine - 24 months/"unlimited" hours*
AMS COMPONENTS
COVERAGE TERM OPTIONS

For: Starfire iTC Receivers, Mobile Processors, Original GS Displays, GS2/GS3 Displays

Total Time Options
(Includes the underlying JD Basic Warranty of 12 months)

24 Total Months
36 Total Months

Program Parameters & Features:
• Comprehensive Coverage – full unit replacement if failure occurs in coverage term
• $0 customer deductible
• Coverage is transferable to future customers on same component, until PG end date
• Coverage transfers to replacement units when failures occur under the basic warranty
• No fees or paperwork for transfers
• Customers have 95 days to purchase PowerGard after delivery of the unit
• Coverage allows for 1 hour labor (to dealer) to install replacement units
Anyone at the Dealership can sell PowerGard Protection Plans!

- General Manager
- Salespersons
- CSR
- Parts Personnel
- Dealer Principle
- Controllers
- Technicians
- Service Managers
PG Brochures - available via PDF file only on-line.

PG Certified Decals & Clings – available at Included in the Kits

Contracts - available via PDF file on PG Product Home Pages

PG Manuals - available via PDF file on PG Product Home Pages

Test Kits ( $82.55 US/CA) - ordered through JDPoint parts system

Part numbers are all listed on PowerGard web site (Pathways)

PG Post Cards (reminders) are sent to customers toward the end of basic warranty on Tractors, Combines, Sprayers, and Gators
MARKETING TIPS

Offer/Sell PowerGard at “Point of Sale”:

AnimationsCK Least expensive time to purchase (Due to no DPP surcharges)
AnimationsCK Most likely time to purchase (80%+ of contracts sold at POS)
AnimationsCK Simply check Accept/Reject box on PG Form or Proposal Document
AnimationsCK Enter PowerGard contracts after delivery receipt is processed!
AnimationsCK PG Contracts reduce special allowances requests/payments!
AnimationsCK Include PG in financing (makes little difference in annual payments)
AnimationsCK Let the customers decide!
Offer PowerGard while unit is “in for service/warranty”:  

- First determine eligibility!  
  - Example: Tractors must be still within the John Deere basic warranty coverage of 24 Months/2000 Hours. – Be sure to check the “Machines Eligible” search function on Pathways.

- Catches customer at moment of doubt, but convenient time to buy
- Complete Inspection/Certification (if needed) while unit is in shop
- Gives customer a second chance to purchase PowerGard
- Shows you are looking out for the customer’s risk
- Can use JDF, cash, or bank finance to pay for contract
MARKETING TIPS

Certify unit immediately upon trade-in.

Increase customer awareness
Alerts salesmen it’s “PowerGard ready”

Place “certified” window cling/decal on unit.

Test engine, transmission, coolant, hydraulic fluids prior to changing fluids!

Display “PG Certified” window clings or decals to draw customer’s attention

Multi-point Inspection and sample tests build customer confidence

Offering *PowerGard* on certified units helps turn used inventory quicker

Used unit PowerGard Certification is good for the following periods:

* 12 months from acceptance and/or 250 engine hours of use.
PowerGard™ Protection Plan

Protection You Deserve…Value You Expect!

Thank You!