



# 2024 Partners in Excellence Program

## Program Overview

Toyota Industries Commercial Finance is excited to announce the 2024 Partners in Excellence Program, which will be hosted at The Resort at Pelican Hill in Newport Beach, California. As a five-star, five-diamond luxury destination, The Resort at Pelican Hill offers the relaxed comforts of a home away from home, including a five-star spa retreat, its breathtaking Coliseum Pool, and its Tom Fazio-designed golf course. Winners will also experience exciting leisure activities during the day and exquisite dinners with coastal views each evening.

The Partners in Excellence award recognizes the top Hino Trucks and Toyota Material Handling dealers who demonstrate outstanding performance in key areas. Last year was the first time we brought together both Hino Trucks and Toyota Material Handling dealers, and as a result of its success, we have redesigned a new program to continue to reward, recognize, and connect both dealer networks.

## Program Timing

Program Period: January 1 – May 31, 2024

Winners Notified: June 2024

Reward Trip: October 18 – 21, 2024

## Eligibility and Qualifications

- All United States Toyota Industries Commercial Finance dealers who support TICF products are eligible to participate in this program.
- Participating dealerships must be operational under the same ownership throughout 2024.
- Selected award trip attendees must have a minimum of 10% ownership in the dealership.
- TICF is solely responsible for calculating results and determining winners.

## Program Winner Determination

- The top 12 dealers from Hino Trucks and Toyota Material Handling will earn the distinctive Partners in Excellence award.
- Dealer principals from each of the winning dealerships will be invited to attend a luxury trip to The Resort at Pelican Hill with their spouse or guest, hosted by TICF executive leadership.
- Each winning dealership will receive a commemorative award.

## Hino Trucks Winner Determination

Hino Trucks dealers will be evaluated based on highest TICF market share and highest volume of new non-Hinos, DOLC, and used trucks financed with TICF in the following categories:

- Group A: Floorplan Hino Trucks dealers with 50 or more new Hino units delivered in the program timeframe
- Group B: Floorplan Hino Trucks dealers with 49 or less new Hino units delivered in the program timeframe
- Group C: All Hino non-floorplan dealers

## Toyota Material Handling Winner Determination

Toyota Material Handling winners will be determined based on TICF market share, used volume dollars financed with TICF, and TICF return rate. Please note that only Toyota Material Handling dealerships that floorplan with TICF are eligible for this program.