

Bryant South Central 2011 Incentive Trip Enrollment Form

Please indicate the number of couples (or singles, if applicable) that you would like to enroll in Bryant South Central's 2011 Incentive Trips listed below. Your trip points will be deducted upon enrollment.

If you want to convert your 2011 trip points to 2011 co-op funds *in lieu of taking trips*, select *only* Option 5.

Option #1: Panama City Beach, October 2012 (Drive-Up Trip)

_____ Number of **Couples** @ 250,000 pts/couple

Option #2: Galveston Cruise to Cozumel Mexico, April 2012 (Drive up Trip)

_____ Number of **Couples** @ 250,000 pts/couple

Option #3: Fall Foliage Cruise, September 2012

_____ Number of **Couples** @ 500,000 pts/couple

Option #4: Switzerland March 2012

_____ Number of **Couples** @ 800,000 pts/couple

Option #5: Indy 500, May 2012 (FADs Only)

_____ Number of **Couples** @ 400,000 pts/couple

_____ Number of **Singles** @ 250,000 pts/person

Option #6: Convert 2011 Trip Points to 2011 Co-Op Funds

Please convert my 2011 Trip Points to 2011 Co-op Funds. I will not participate in any of Bryant South Central's 2011 incentive trips and have not selected any trips on this form. **This option must be selected by July 31, 2011.** After this date, the "conversion" option expires.

Please acknowledge the three statements below by checking the boxes on the left. This is required to complete your enrollment.

I understand 2011 trip points have no cash value and only apply to the options listed on this form. Any unused 2011 trip points will be forfeited on 12/31/11.

I understand my company will be billed \$0.01 per point for any 2011 trip point deficiencies.

I have read and understand Bryant South Central's 2011 Incentive Trip Policies, and my company will comply with these policies.

Company Name: _____ Acct#: _____

Dealer Principal Name: _____ TM Name: _____

Dealer Principal Signature/Date: _____ / _____

Send completed form to Cynthia Akins by July 31, 2011 by fax or mail.

FAX: 501-246-8210

MAIL: Bryant/Bryant South Central, Attn: Cynthia Akins, 3700 W. 65th St, Little Rock, AR 72209

Bryant Enterprise, LLC (“CE”)

Incentive Travel Policies and Procedures

1) Trip Point Accruals

- a. Customers accrue trip points based on program level and CE purchases by product segment. Upon enrollment, trip accruals will be debited 100% of the points for required that trip(s). In the event of cancellation after enrollment, these points will not be available for other trips or other incentives.
- b. If accrued trip points are less than the amount required for a given trip(s), the participating company will be required to pay the difference. **The participating company will be billed \$0.01 for each point for the difference between required amount for a given trip and the company’s accruals.** This billing will occur at the conclusion of the trip or the conclusion of the 2012 calendar year.

2) Cancellations

- a. The following cancellation fee schedule will apply:

<u>Days to Trip Departure</u>	<u>Cancellation Fee</u>
120-91 Days	\$200 per person
90-61 Days	\$500 per person
60-31 Days	\$1000 per person
30 Days or less	Full trip charge will be billed to dealer

3) Travel Insurance

- a. Travel insurance is the responsibility of the dealer. Travel insurance will be made available through the travel company making the trip arrangements.

4) Any liability for provincial, federal, state, income or other taxes imposed on the winner will be the sole responsibility of the winner.

Bryant will report to the appropriate authorities the names of award winners and the value of the award, as required by law. Award winners are required to provide us with their social security number, social insurance number and/or corporate tax identification number at the time of registration. U. S. participants use the enclosed W-9 form.

U.S. Participants: When the net declared value of an incentive award (the total cost of the award less the recipient’s contribution, if any) to any on organization exceeds \$600, the following procedures should be followed:

- a. Awards to non-corporations (self-employed individuals or partnerships): Bryant will file with the IRS a 1099 on the award recipient in the amount of the net declared value of the incentive award (total cost of the award less the recipient’s contribution, if any).
- b. Awards to corporations: It is the responsibility of the corporation receiving the incentive award to file 1099 forms on the corporation’s recipients in the amount of the total cost of the incentive award (or include the same amount as taxable income on the award recipient’s W-2 report).
- c. For purposes of determining whether or not a 1099 will need to be sent to you for the 2009 incentive trips, please complete the attached W-9, Request for Taxpayers Identification Number. Please understand that if you indicate that your filing status is a partnership or individual, you will receive a 1099 form. This office must receive the W-9 before travel documents will be sent. Please submit it with your sign-up form.

5) Dealer accounts must be current at the time of registration and at the time of departure.

Past due accounts may be excluded from participation.

6) The qualification period is January 1, 2011-December 31, 2011.

Only equipment shipped and invoiced during the qualification period will be included in trip accruals. Any balance due will be payable upon receipt of the invoice.

7) Dealers must purchase enough qualifying equipment to earn at least 50% of the total value of the trip unless otherwise agreed upon by Bryant South Central management.

Bryant Enterprise, LLC (“CE”) Incentive Travel Policies and Procedures (continued)

- 8) **Incentive travel awards are limited to dealer owners or key management personnel only.** Due to insurance considerations, and the expressed desires of our dealers, **the minimum age on all incentive trips is 21 years.**
- 9) **CE is under no obligation to furnish the dealer with an alternative award if he/she is unable to make a scheduled trip date.** The incentive trip has no cash value. Points expire at year end. Trip points cannot be carried forward to a future year.
- 10) **All airline tickets remain the property of CE** and are to be returned in the event they are not used.
- 11) **CE will not be responsible for delays or cancellations caused by conditions beyond its control** such as weather, acts of God, war, government action, energy shortage, etc. If the group trip is cancelled due to conditions beyond our control, reasonable efforts will be made to find a suitable alternative. CE reserves the right to alter itineraries if necessary or desirable.
- 12) **Those who leave the group trip, for any reason, do so at their own risk and expense** will not be reimbursed for additional costs by CE. Air travel to and from our destination city may be by charter and individual airline ticket may not be used. Travel expenses to and from point of embarkation or debarkation, before and after trip, is at participant’s expense.
- 13) **CE will not be responsible for individual costs not included in the itinerary** such as wines, liquors and other beverages or items of a personal nature such as laundry, valet, telephone, telegraph, etc. The participant must pay for these items before leaving the hotel.
- 14) **Accommodations are based on double occupancy.** There will be an additional charge for single occupancy.
- 15) **CE will not be held liable for any losses or expenses incurred during an incentive trip** as a result of illness, accidents, loss of luggage, or any other cause.
- 16) **Each participant is required to execute a waiver** prior to issuance of airline tickets.