

IMPORTANT NOTES REGARDING THE MERCEDES-BENZ DEALER CHAMPIONSHIPS GOLF PROGRAM

1. The Mercedes-Benz Dealer Championships (MBDC) golf program is a three-tier competition, which includes two (2) exclusive Sectionals. MBUSA maintains complete flexibility toward dealer golf tournament formats, but it must remain as an amateur golf program – no professional golf players are eligible to advance to the next level of competition. The USGA's definition of an amateur golf player is "one who plays the game as a non-remunerative and non-profit-making sport and who does not receive remuneration for teaching golf or for other activities because of golf skill or reputation, except as provided in the Rules" (*The Rules of Golf*, approved by the USGA, Rules of Amateur Status, definition, Amateur Golfer).
2. The Sectional Tournament winner package includes the following: accommodations (one standard guest room), event functions, hospitality and golf (1 practice round, 2 competition rounds) as specified in the Program Guide, for the winner only. MBUSA will issue a round-trip coach air ticket (to/from same city) for each team member, and ground transfers to/from select airport/host resort (on official arrival/departure days only).

Each team member is permitted to bring one (1) adult guest, 21 years and older (airfare on own). Winner's guest will be included in designated hospitality and tournament functions. No additional guests are permitted.

Air travel for team members must be booked through MBUSA's travel agency. Should winners wish to make any changes to their travel itineraries, they will be doing so on their own, directly with the airline and applicable fees are the winner's responsibility. Similarly, if a dealer, or any other individual or company, wishes to pay for upgraded winner airfare, book the winner guest airfare (which is the winner's responsibility), etc. those arrangements will be made by the dealer (or individual) directly with the airline. MBUSA travel agents are not responsible for making such arrangements and/or changes. Under no circumstances will any airfare booked by an outside company or individual be reimbursed by MBUSA. There are no exceptions.

Additionally, if Sectional winners wish to extend their stay, upgrade their room, secure adjoining rooms or make any change regarding accommodations, they will be doing so at their own expense directly with the Program Management Center (PMC). Please note, Central and Western Region dealer teams may elect to arrive prior to November 3, but late departures (after November 7) cannot be accommodated. Southern and Northeast Region dealer teams may elect to depart after November 11, but early arrivals (prior to November 7) cannot be accommodated. Changes of this nature are available on a first-come, first-served basis depending on the resort's availability. MBUSA is not responsible for such changes.

3. The National Final winner package includes the following: round-trip coach air travel (to/from same city), room accommodations, one (1) competition round of golf at West Lake Country Club, ground transfers to/from an Augusta area airport/host community (on official arrival/departure days only), as well as an invitation to participate in Mercedes-Benz Masters Experience event functions and hospitality. Incidental expenses shall be the responsibility of the individual.

Winners are permitted to bring one (1) adult guest (21 years or older) to the National Final (airfare on own). Winner's guest will be included in hospitality and tournament functions.

Air travel for team members must be booked through MBUSA's travel agency. Should winners wish to make any changes to their travel itineraries, they will be doing so on their own, directly with the airline and applicable fees are the winner's responsibility. Similarly, if a dealer, or any other individual or company, wishes to pay for upgraded attendee airfare, book the winner guest airfare (which is the winner's responsibility), etc. those arrangements will be made by the dealer (or individual) directly with the airline. MBUSA travel agents are not responsible for making such arrangements and/or changes. Under no circumstances will any airfare booked by an outside company or individual be reimbursed by MBUSA. There are no exceptions. Additionally, no mileage reimbursement will be given to any winner under any circumstances.

Winners and winner guests will not be able to arrive early or extend their stay. National Final attendance dates will be from April 8–11, 2013 (dates subject to change). There are no exceptions to this policy.

4. As this is an adults-only program (21 years or older), infants and children are not permitted to accompany winners to any Sectional or National Final event under any circumstances. There are no exceptions.
5. At the Mercedes-Benz Sectional Tournament dealer golf teams will compete in a two-day qualifier. During each round, teams will compete using a Modified Callaway System — with the individual gross scores of the two-person dealer team (utilizing this Callaway System) being combined to comprise the team score for that day. The team score from each day will be added together for the overall combined two-day team score. The top 3 teams from this Sectional will be invited to participate in the National Final to be held at West Lake Country Club (WLCC), April 9,

2013 (date subject to change). This once-in-a-lifetime experience includes an invitation to participate in exclusive activities surrounding MBUSA's international partnership with the Masters Tournament.

6. Handicap indexes are not required to compete in the 2012 Mercedes-Benz Dealer Championships golf program. Local dealer qualifying tournaments may require an established handicap depending on tournament format.
7. With specific regard to Sectional and National Final competitions, MBUSA reserves the right to review any scoring irregularities—and to disqualify any individual(s) from competing and/or advancing whom it deems to have acted improperly, inequitably, or unfairly. In such instance, the individual(s) disqualified shall be barred indefinitely from participating in this program.
8. Players are reminded that under current USGA regulations, acceptance of a winner package at a Sectional or National Final event, including expenses, as well as participating in any of these events, can result in the loss of amateur status for participants. While the practical applications of forfeiture of amateur status are understood primarily to affect low handicap golfers who compete in scratch tournaments, concerned players should research this issue further with their local golf association.
9. Players who advanced to a Sectional Tournament in 2011 are eligible to compete in 2012 dealer golf tournaments and to win awards and prizes. However, they are not eligible to advance to a 2012 Sectional. This rule, and its intent, is that no repeat winners are eligible to advance to any Sectional Tournament, under any conditions, in consecutive years.

Similarly, those players advancing to the 2011 National Final in Augusta (taking place April, 2012) are eligible to compete in Sectional Tournaments (in non-consecutive years) and to win awards and prizes. However, they are not eligible to advance to a future National Final. This rule, and its intent, is that no player may advance to the National Final if he or she has ever competed previously in a National Final held in Augusta (i.e., one National Final at Augusta per player lifetime).

To avoid the possibility of having to notify winners of such ineligibility after-the-fact, dealers are required to include specific language concerning the "no repeat winner" policies referenced above in all invitations (e.g., separate insert), fact sheets, club postings, etc. related to their event, and to submit draft copies of same to the PMC for MBUSA's prior approval.

In the case of a repeat winner, the club professional and/or charity representative should determine the appropriate alternate player, based on the event format, and as indicated on the Dealer Team Information Form (DTI) submitted to the Program Management Center (PMC).

10. For local qualifiers who cannot attend the Sectional Tournament, the next runner-up, as indicated on the approved Dealer Team Information Form (DTI), will be designated to fill the vacated spot. For Sectional qualifiers, if one player on the winning team cannot attend the National Final, the next runner-up, as indicated on the DTI, will be designated to fill the vacated spot. If both players of the winning team cannot attend the National Final, the next runner-up Sectional team will be invited to attend. No player substitutions will be permitted, for any reason, within two (2) weeks of a Sectional Tournament or National Final.
11. No player airfare will be booked within two (2) weeks of a Sectional Tournament or National Final.
12. Any Mercedes-Benz dealership, MBUSA, MBUSA-affiliate company, charity or program partner or sponsor, host club or agency employee; tournament volunteers; or any individual appointed to work the tournament by any of these parties, is not eligible to compete or win tournament competition prizes (i.e., these individuals cannot advance to a Sectional Tournament or National Final and/or win program designated contest prizes).
13. Under no circumstance can Sectional Tournament playing spots be awarded via auction/raffle (i.e., such playing spots are only to be awarded via a legitimate golf competition).
14. Players are not permitted to bring personal caddies to either a Sectional Tournament or National Final. There are no exceptions to this policy.
15. MBUSA reserves the right to reassign select dealer teams to either Sectional event, depending upon overall regional enrollment.
16. Additional program rules and restrictions may apply. Please contact your host Mercedes-Benz dealer for further details. Under no circumstances will there be any exceptions to the program rules and restrictions listed herein, as well as those contained in the 2012 Mercedes-Benz Dealer Championships Program Guide and Summary of 2012 Program Refinements which are provided to the host dealer in advance of the local qualifying tournament.

17. For information on Mercedes-Benz privacy policy please visit www.mbusa.com/mercedes/policies/privacy_statement
18. MBUSA reserves the right to alter current policies surrounding the Mercedes-Benz Dealer Championships golf program—including, but not limited to, dealership participation, charity requirements, dealer tournament/event components; Sectional/National Final venues, tournament format, player/dealer representative restrictions, hospitality and golf availability for all guests, etc.