

## Program 2050

### NJPA contract # 021815-CNH Sales process Guide

- 1.) After you know what models your customer is interested in contact your Sales Support Specialist in Racine to obtain **NJPA Program 2050 Dealer Discount off Net and Agency Discount off LIST. SSS will log Discount Request. Skid Steer Discounts fall under program #5842.**
- 2.) Prepare **Retail Sales Offer (quote)** using your dealership's standard quote sheet:
  - **Always show "LIST" Price**
  - Show NJPA Agency Discount off **"LIST"**
  - Less additional dealer discount if applicable (PUT YOUR BEST FOOT FORWARD)
  - Less trade in allowance if applicable
  - Add in Dealer installed options
  - Add in **Factory Freight**, delivery and set up
  - Show NJPA contract # 021815-CNH
  - If customer is already a member of NJPA include Member Number
- 3.) Upon delivery or signed purchase order, contact your SSS again to obtain your Program 2050 Authorization PIN
- 4.) Upon Settlement, email or fax a copy of your Sales **Offer/Quote** (and Agency PO, if applicable) To: Patti Lardie fax: (608) 237-2320 email: [patricia.lardie@caseih.com](mailto:patricia.lardie@caseih.com)
  - If buyer is a Contractor, include a copy the contract with the NJPA member

If you have any questions along the way do not hesitate to contact us for assistance.

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#### Frequently Asked Questions:

**Q:** Can leasing be incorporated? **A:** Yes, CNH or any leasing agency your customer is comfortable with.

**Q:** Do customers have to be members to see their discount? **A:** No, but should be at the time of the sale.

**Q:** What is meant by "put your best foot forward"? **A:** Give your NJPA customers your best price right away. P-2050 pricing is "Ceiling Based" which means you can offer additional discounts to win business.