



Acquisition Fee Options

For All Nissan Dealers

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NMAC requires an acquisition fee of \$695 on all NMAC leases.

The following are the payment options that are available to you for handling the acquisition fee.

- Your customer may pay the acquisition fee and taxes (if applicable) associated with the acquisition fee upfront. If your customer chooses this option, an acquisition fee would be disclosed as an amount due at lease signing.
- You may capitalize the acquisition fee and taxes (if applicable) by separately disclosing in the itemization of "Gross Capitalized Cost."
- You may choose to pay the acquisition fee on behalf of the customer. If you choose this option, the proper disclosures are outlined on the following page.

Remember that the only way you may advertise "no acquisition fee" is if you pay the acquisition fee on behalf of the customer.

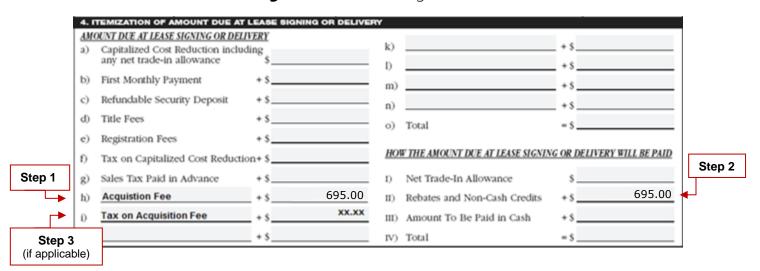
FOR DEALERS WHO CHOOSE TO ADVERTISE "NO ACQUISITION FEE"

If you choose to advertise "No Acquisition Fee," you must disclose that you paid the acquisition fee on the lessee's behalf.

- ⇒ **Step 1**: On the *Signature*FLEX Lease Agreement in Section 4 under "Amount Due at Lease Signing or Delivery," **write** "Acquisition Fee" and **"\$695.00**" on one of the blank lines. See step 1 in the example.
- ⇒ Step 2: On the *Signature*FLEX Lease Agreement in Section 4 on Line II, "Rebates and Non-Cash Credits," write "\$695.00." See step 2 in the example.
- ⇒ Step 3: If your state requires tax on the acquisition fee, the tax <u>must</u> be disclosed on the lease agreement and <u>must be collected from the customer at signing</u>. Please consult your local tax advisor to determine if tax is due on the acquisition fee in your state. On the *Signature*FLEX Lease Agreement in Section 4 under "Amount Due at Lease Signing or Delivery," write "Tax on Acquisition Fee" and the appropriate amount on one of the blank lines. See Step 3 in the example.

FOR EXAMPLE PURPOSES ONLY

Signature FLEX Lease Agreement



⇒ **Step 4**: Complete the attached Payment Certificate form and submit it with the **Signature** FLEX Lease Agreement received. The Payment Certificate form was created to obtain the lessee's acknowledgment that the acquisition fee has been paid by you and not by the lessee. You and the lessee must sign the form.

The Payment Certificate form for the acquisition fee <u>cannot</u> be ordered through the normal forms ordering process. Please remember to make additional copies of this form from the <u>original copy</u> (attached to this bulletin).

Any **Signature**FLEX Lease Agreement received without the proper disclosures (as outlined in steps 1-4) will be returned to you for correction. <u>Disclosure requirements do not allow exceptions under this program.</u>

DEALER LEASE WORKSHEET

ACQUISITION FEE - If you choose to pay the acquisition fee on behalf of the customer, the fee will automatically be deducted from your dealer proceeds (our standard procedure). Write ***\$695.00*** on the "Less Acquisition Fee" line in the **DEALER PROCEEDS** section of the worksheet (as illustrated below). Tax should be calculated on the "Acquisition Fee" and entered on your dealer lease worksheet.

FOR EXAMPLE PURPOSES ONLY

SignatureFLEX Lease Dealer Worksheet

DEALER PROCEEDS

12.			
a.	Adjusted Capitalized Cost (Line 6)	\$	
b.	Less Security Deposit	- \$	
c.	Less First Month Rental	- \$	
d.	Less Acquisition Fee	- \$ <u>695.00 ◀</u>	Write the Acquisition Fee
e.	Acquisition Fee Tax	- \$	amount on this line.
f.	Dealer Proceeds	= \$	

If you have any questions about the acquisition fee or the payment options that are available to you, please contact your Financial Services Manager.

Legal Disclaimer

The materials in this publication are for the purpose of explaining and clarifying the Acquisition Fee Options Program to participating dealers. They are not intended to be relied upon as legal advice. All dealers are expected to obtain independent legal advice and quidance regarding their business operations from their own counsel.



PAYMENT CERTIFICATE (ACQUISITION FEE)

This certifies that		is entitled to submit	
	(Lessee Name)		
this certificate to	(Dealer Name)	, for credit of the	
Acquisition Fee due at le	ease signing of the NMAC SignatureFLE	EX Lease Agreement, for the lease of a Nissar	
	_ (model) in the amount of \$695.00 U.S	s. Dollars (Total of the Acquisition Fee). Good	
only on a	month lease through NMAC.		
Credit approval by NMA Nissan North America, I	•	eases through authorized Nissan dealers of	
payment credit for the	RTIFICATE, I acknowledge and agree Acquisition Fee in the amount of \$69 h amount has been paid on my behal	95 due at lease signing for the vehicle	
Date			
Signature of Lessee	Print Name o	of Lessee	
Signature of Co-Lessee	Print Name	of Co-Lessee	
Vehicle Description	Vehicle Ider	ntification No.	

NOTE TO DEALER: THIS CERTIFICATE MUST BE SIGNED AND SUBMITTED WITH THE LEASE AGREEMENT FOR FUNDING

Print Name of Dealer & NMAC Dealer No.



Signature of Dealer