



CANADA

2019 MERIT REWARD PROGRAM



Dream it. Get it.

Cash in on Closed Won Opportunities.





2019 MERIT REWARD PROGRAM



Your Success is Worthy of Great Rewards

The merit program rewards Chevron Lubrication Marketer Sales Employees for winning new or share of wallet business of any Chevron-branded lubricants or coolants. The incentive is tied to the Opportunity's estimated Planned Volume purchases of Chevron lubricants and coolants as shown in the table below. The estimated annual purchases should be based on the customer's projected volume. Instructions and criteria for earning points are detailed below. Cash in your points for great rewards from a HUGE catalog of travel, merchandise, gift cards and more!

How It Works

Earning merit points:

To earn merit points, an Opportunity must be established in Chevron Business Point's Sales Pipeline APP (previously, mPower) and have a valid email address. Once the Opportunity has been moved to Phase V, Closed Won, the Opportunity will be routed to your Chevron Business Consultant for approval.

Opportunity must meet the following criteria to be awarded merit:

- Phase must be Closed Won
- Minimum of 3,785 litres annually
- The Contact associated with the Opportunity must have a valid email address. The email address should be placed under the contact role in the opportunity.
- The Opportunity must have an assigned Industry Segment
- Business Consultant's approval is required

Once all criteria are met, merit points will be awarded 30 days after the end of the month of the expected ship date.

Establishing your personal merit reward account in the merit reward redemption portal:

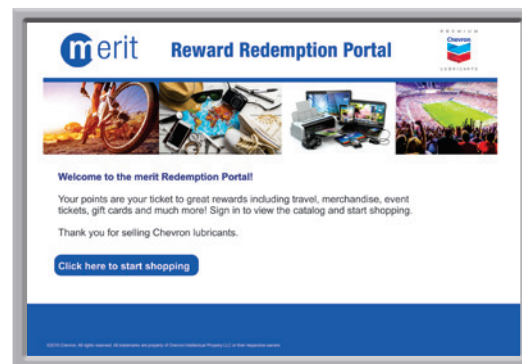
1. New participants joining the merit Program in 2019 or when you earn merit points in 2019, you will be asked by email to provide your agreement to reporting of any income earned to CRA (Canada Revenue Agency) in accordance with tax reporting requirements. This must be done yearly. Once received, your Personal Account in the Reward Redemption Portal will be established and earned points will be loaded to your account. See merit Points Table to the right.

Note: Your agreement will be gathered via DocuSign®, a secure and private automated system. You will not be able to establish your Personal Account or redeem your merit points if this agreement has not been received. You will be sent a summary of your redemptions if you redeem the equivalent of \$500 or more in points during a calendar year.

2. You will receive your Personal Account log in credentials and point redemption instructions for the Reward Redemption Portal via email. Please keep a secure record of the redemption website URL and your login credentials. (look for an email from info@meritrewardsprogram.com in your inbox)
3. You can accumulate merit points or redeem immediately for great rewards! Points expire 24 months after issuance. **Your merit program includes a comprehensive rewards catalog that includes travel options, virtual gift and Visa® cards, merchandise, event tickets and much more.**

merit Points Table

Estimated Annual Purchases (Litres) Per Opportunity	merit Points
3,785 - 11,400	10,000
11,401 - 19,900	20,000
19,901 - 26,500	50,000
26,501 - 37,850	70,000
37,851 - 56,700	90,000
56,701 - 76,000	110,000
76,001 - 94,600	130,000
94,601 - 113,500	150,000
113,501 - 132,500	170,000
132,501 - 189,250	200,000
189,251 - 378,500	300,000
378,500+	360,000

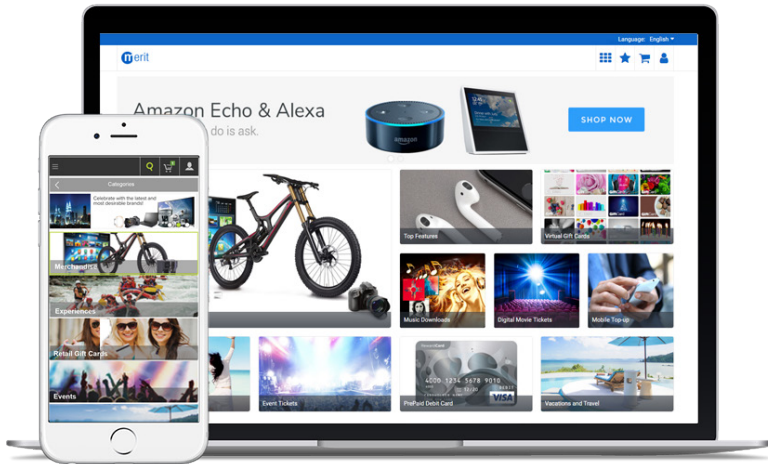


Your merit rewards catalog includes thousands of reward options.

For Customer Service
please call 800-232-2070



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Your points are your ticket to thousands of reward options. The comprehensive merit rewards catalog includes travel options, virtual gift and Visa® cards, merchandise, event tickets and much more.

TERMS AND CONDITIONS

- The program described in this document is only available to Lubrication Marketers (LMs) in Canada who have a current Chevron LM Agreement.
- Chevron Canada Limited reserves the right to deny any plan expenditures and activities that do not meet the guidelines set forth in this document and that are, in its opinion, in violation of Federal laws, rules, regulations or guidelines.
- Chevron Canada Limited reserves the right to make changes to or terminate any or all of these programs at any time.
- All advertising must comply with Chevron Brand & Identity Guidelines and all applicable laws and regulations.
- Chevron reserves the right to audit plan performance including invoices and receipts on a quarterly basis for up to two years following the plan implementation. LM's are required to maintain all documentation of expenses as noted in these guidelines.
- All awards above \$500 should be reported to Canada Revenue Agency (CRA). Reporting is the responsibility of the recipient.
- Earned points expire 24 months after issuance.
- Points cannot be redeemed for cash, and must be redeemed in the merit Reward Redemption Portal.
- merit points earned by one participant may not be combined with or transferred to another participant's account.
- LM acknowledges and agrees that the amount stated on documentation or invoices is the actual amount paid by the LM for the product or service.
- Chevron Canada Limited makes no representations or warranties, expressed or implied (whether of merchantability or fitness for a particular purpose), regarding this program or any of the products and services offered by vendors referenced herein.

A **Chevron** company product

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Visa is not a sponsor of the merit Program.