



U.S.

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 1,000 gallons 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

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 will be asked to provide Social Security Number to comply with Federal Income Tax reporting requirements once a merit Opportunity is Closed Won in 2019. (If you previously provided your SS# for participation in the merit program, there is no need to provide again.) Once Social Security information is 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.

Participants previously earning points in the 2017 or 2018 merit program will not be required to re-submit Social Security information.

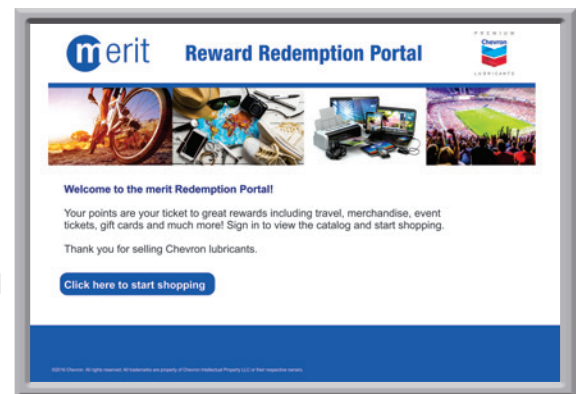
Note: Your Social Security information will be gathered via DocuSign®, a secure and private automated system. (look for an email from DocuSign in your inbox) You will not be able to establish your Personal Account or redeem your merit points if this information has not been received. You will be sent an IRS 1099 by the end of January 2020 if you redeem the equivalent of \$600 USD or more in points during a calendar year.

2. New merit participants will receive Personal Account log in credentials and point redemption instructions for the Reward Redemption Portal via email. (look for an email from info@meritrewardsprogram.com in your inbox) Please keep a secure record of the redemption website URL and your login credentials. Existing merit participants will continue to use their log in credentials supplied in 2017 or 2018.

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 (gallons) Per Opportunity	merit Points
1,000 - 2,999	10,000
3,000 - 4,999	20,000
5,000 - 6,999	50,000
7,000 - 9,999	70,000
10,000 - 14,999	90,000
15,000 - 19,999	110,000
20,000 - 24,999	130,000
25,000 - 29,999	150,000
30,000 - 34,999	170,000
35,000 - 49,999	200,000
50,000 - 99,999	300,000
100,000+	360,000

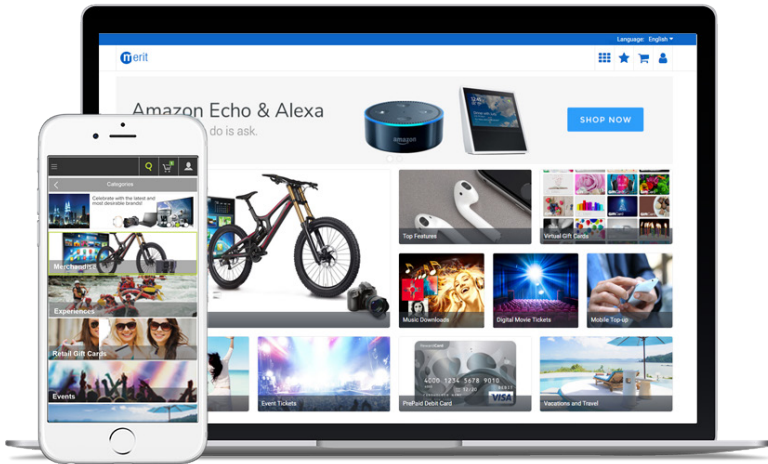


Your merit rewards catalog includes thousands of reward options.

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 the U.S. who have a current Chevron LM Agreement.
- Chevron Products Company 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 Trade Commission rules, regulations, and guidelines.
- Chevron Products Company 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. LMs are required to maintain all documentation of expenses as noted in these guidelines.
- Awards to individuals are subject to federal income tax withholding. The merit Program administrator will file a Form 1099 with the Internal Revenue Service for each individual redeeming total awards in excess of \$600 during a calendar year.
- 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 Products Company 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.