

Fred,

In regards to your request for the Miata club sponsorship; I spoke with our Service General Manager Wayne Bowen our Mazda Service manager Steve McMaster as well as our Mazda General Sales Manager Chris Hagel today. We are all very excited about the opportunity to help establish your club and watch it grow.

**We will provide your members with the following benefits:**

- **10% off of Mazda Miata labor** (for more information call Steve McMaster @ 410-548-3405 x8310)
- **10% off of Mazda Miata parts and accessories** (this is going to exclude some parts, when you call for service ask and the advisor will tell you if it is included) (for more information call Steve McMaster @ 410-548-3405 x8310)
- **Employee pricing on any Pohanka vehicle purchase** (call Chris Hagel @ 410-548-3400 x8030 to receive specifics on this special pricing)
- **Exclusive Miata Club Members purchase process** (call Chris Hagel @ 410-548-3400 x8030 to receive specifics on this special benefit)
- **Give your Club information flyer and form to all customers that purchase a Miata**
- **Hang any poster (12"x18" or smaller) in our "Mazda Sales Trailer of Savings"**
- **Hang any poster (12"x18" or smaller) in our Mazda service waiting area**

**We are asking for:**

- **list of your club members with contact information**
- **Hyperlink on your website to our Pohanka Mazda website**
- **Pohanka Mazda banner (we will provide) at any events you have for your members**
- **The right for a Pohanka Mazda sales person to attend a member event quarterly (if one is available to attend) to show new products and answer questions.**

If you have any other questions regarding the benefits we will provide; please just e-mail or call me directly.

**Thank you for this opportunity and we look forward to working with your club and helping it grow as we continue to grow.**

*Nina*

*DiCarlo*

**Public Relations Director**

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