



CONTEST TERMS AND CONDITIONS

PURPOSE

Technicians play a critical role in a dealership's fixed operations. The ability to take care of customers, maintain and fix any issues quickly and accurately affects not only profitability, but lifetime owner loyalty. This competition is to recognize the top technicians and honor their excellence and professionalism.

ELIGIBILITY (DISTRICT)

In order to qualify for the district online challenge, technicians must meet all of the following requirements:

- 1. Active Acura general technician (job code 0030)
- 2. The Acura dealership employing the technician is enrolled in the Acura Professionals Recognition Program
- 3. The Acura dealership employing the technician must have a FFV (Fixed First Visit) score greater than or equal to the national average for the following time period: May 2014 April 2015
- 4. Technician must be or have achieved in the past Master Technician status
- 5. Technician must be at 100% completion in their self-study (not including self-study modules added after May 31, 2015)

DEADLINE TO QUALIFY: AUGUST 24, 2015

ELIGIBILITY (ZONE)

From the technicians who take the online test, the top 8 scores from each zone (regardless of district) will be eligible to compete in the hands-on skills competition at the Zone Technical Training Center

ELIGIBILITY (NATIONAL)

The top winners of the Zone competition (6 total) will be eligible to compete in the national hands-on skills championship at the Acura Technical Training Center in Torrance, CA

KEY DATES (DISTRICT)

6/30 Eligibility deadline
7/1 – 8/24 Submit Enrollment Form
9/1 – 9/30 Online testing

KEY DATES (ZONE)

11/13 – 11/15 Hands-on skills competition at the Acura Zone Technical Training Center

KEY DATES (NATIONAL)

1/17/16 – 1/20/16 Hands-on skills competition at the Acura Technical Training Center in Torrance, CA

DISTRICT COMPETITION DETAILS

- 1. After the June 30, 2015 deadline has passed, American Honda will contact the dealerships and provide a list of eligible technician(s) to find out if they wish to participate
- 2. A URL link will be sent to the DPSM, Service Manager and qualified technician(s) to download the enrollment form
- 3. Prior to taking the online test, the enrollment form must be signed by both dealership management and the technician to acknowledge their acceptance of the contest terms and conditions. If the dealership chooses not to enroll in the contest, the technician(s) of that dealership WILL NOT be able to compete even if they meet all contest qualifications
- 3. The test will be launched from within iN ONLINE UNIVERSITY
- 4. The technician can start the test anytime during the testing period: Tuesday (9/1) Wednesday (9/30)
- 5. The test will consist of no more than 80 multiple choice questions
- 6. Technicians will have one hour to complete the test. Once the test is started, it cannot be restarted so technician should make sure they have the full uninterrupted hour to test
- 7. Scoring will be calculated at American Honda Motor Co., Inc.
- 8. Test scores and answers for all contestants will not be published or shared with anyone outside of American Honda Motor Co., Inc. and will only be used to determine the contestants' rankings in the competition
- 9. In the event of a tying score(s), the faster completion time will be the tiebreaker
- 10. In early October, the Top 8 scores per zone will be announced and the technicians invited to compete in the Zone Competition
- 11. American Honda will be monitoring the integrity of the test taking through testing application safeguards and data analysis. Technicians who participate in unethical testing practices will be ineligible for all future TOPTECH competitions

B4271710.1 2015





ZONE COMPETITION DETAILS

1. Zone Finalists (8 per zone) will be invited to compete at the Zone Technical Training Centers:

Zone 1: Torrance Training Center Zone 2: Mt. Laurel Training Center

Zone 3: Hoffman Estates Training Center

Zone 4: Alpharetta Training Center

Zone 5: Windsor Locks Training Center

Zone 6: Irving Training Center

- 2. Hotel information for each zone will be sent to qualifying technicians and their Service Manager. Dealership is responsible for technician (and optional guest) travel expenses to the hotel including transportation to and from the airport (if needed). American Honda Motor Co., Inc. will cover expenses for:
 - 1 hotel room (zone finalist and 1 guest)
 - Friday evening reception (hors d'oeuvres and beverages)
 - All meals on Saturday
 - Transportation between the hotel and the training center
- 3. Tentative zone contest itinerary:

FRI (11/13) Evening – Welcome reception

SAT (11/14) Breakfast

 $Morning-Technicians\ compete$

Lunch

Afternoon-Free

Evening - Awards banquet

SUN (11/15) Departures

- 4. 8 technicians will be randomly assigned a number corresponding to the 8 stations. This is where they will begin
- 5. Contest will be comprised of 8 issues broken down into stations. Some issues will be on work benches and others will be on vehicle
- 6. Contestants will have 2 minutes to review any instructions at each station. After the 2 minutes has passed, the contestant will have 20 minutes to correctly diagnose the issue
- 7. Score sheets will vary from station to station. Maximum score per station is 100. 4-10 categories will make up the 100 points. If a scoring category is worth 10 points and the contestant successfully completes a judging category, they will receive 10 points. If they do not, they will receive zero points for that category. There are no partial points awarded 8. Five minutes will be used to reset stations, finalize and collect score sheets and then technicians will rotate to the next station
- 9. After all technicians have been through all stations, the contest will be over

- 10. Stations will be timed by a station judge. In the event of a tie, the faster completion time will be the tiebreaker
- 11. Scores for all contestants will not be published or shared with anyone outside of American Honda Motor Co., Inc. and will only be used to determine the contestants' rankings in the competition 12. Mobile phones and tablets are strictly prohibited
- during the contest and should be powered off.

 Contestants found to be using their phone or tablet will be immediately disqualified from the competition
- 13. Top 3 scores will receive VISA gift cards and will be considered for Acura's Super Tech program 14. Guests of Zone Finalists are not permitted to the competition, but are invited to the awards dinner Saturday evening (11/14)
- 15. The technician who comes in 1st place will be invited to compete at the National Competition

NATIONAL COMPETITION DETAILS

- 1. Zone Winners (6 total) will be invited to compete at the National Competition at the Torrance, CA Technical Training Center
- 2. American Honda Motor Co., Inc. will cover the expenses for:
 - Airfare for Zone Winner and 1 guest
 - 1 hotel room (zone winner and guest)
 - Transportation
 - All meals for Zone Winner
- 3. Tentative national contest itinerary:

SUN (1/17) Evening – Welcome reception

MON (1/18) Breakfast

Lunch at training center Afternoon – Technicians Compete

TUES (1/19) Acura Activities: TBD
Evening – Awards banquet

WED (1/20) Departures

- 4. Contest will have 6 identical Acura vehicles with identical issues. The issues will be described on a simulated customer repair order
- 5. Technician will have 2 hours, 30 minutes to find and resolve as many issues as possible
- 6. When time has expired, judges will note how many issues were resolved and the contest will be over
- 7. Resolving issues faster will factor into overall scoring
- 8. Scores for all contestants will not be published or shared with anyone outside of American Honda Motor Co., Inc. and will only be used to determine the contestants' rankings in the competition
- 9. Mobile phones and tablets are strictly prohibited during the contest and should be powered off. Contestants found to be using their phone or tablet

B4271710.2 2015





will be immediately disqualified from the competition

10. Top 3 scores will receive VISA gift cards

11. Guests of Zone Winners are not permitted to attend the competition, but are invited to the Awards Banquet Tuesday evening (1/19)

12. The technician who comes in 1st place will be the 2015 National TOPTECH Champion

CLOTHING REQUIREMENT

Technicians who qualify for the zone competition will be provided with an elite TOPTECH shirt. Dark pants, belt and shoes should be supplied by technician. Safety glasses will be provided. Prescription glasses can be used only if they are equipped with side shields. If not, the technician must bring goggles to cover their glasses. Another shirt will be provided for technicians making it to the national competition.

For the Acura activity day, technicians should dress comfortably (jeans, collared shirt, comfortable closed toe shoes). No shorts, t-shirts or sandals.

For both the zone and national competition awards dinners, dress is business casual:

Bottoms: khaki pants, slacks, skirts Tops: collared shirt, blouse

No jeans, tennis shoes, tight or short skirts, t-shirts or sweatshirts.

EQUIPMENT AND MATERIALS

American Honda Motor Co., Inc. will provide all necessary tools, equipment and service publications for the contest.

PRIZES

For technicians qualifying for the zone and/or national competitions, a 1099-MISC tax form must be completed in the event that the prizes and accommodations exceed \$600 in value.

Zone Competition Estimated Prize values:

Lodging: TBD
Meals: TBD
Transportation: TBD
Prizes: TBD

1st Place: \$1,000
2nd Place: \$200
3rd Place: \$100

National Competition Estimated Prize values:

Airfare: TRD **TBD** Lodging: Transportation: **TBD** Meals: **TBD** Prizes: **TBD** 1st Place: \$5,000 2nd Place: \$2,500 3rd Place: \$1,00

If Zone Winners bring a guest to the National Competition, a 1099-MISC tax form must be submitted for the guest in the event that the travel and accommodations exceed \$600 in value.

Please note: American Honda Motor Co., Inc. will not be paying any individual eligible technician for their time to participate in the TOPTECH competition.

B4271710.3 2015





PARTICIPATION

Participation in the TOPTECH competition is encouraged, but ultimately is voluntary and up to the dealership and technicians. Both the dealership management and the technician must sign an enrollment form to participate. If dealership management elects not to enroll in the contest, technicians will NOT be able to compete even if they meet all qualifications.

By enrolling in the contest, the dealership and technician(s) agree that the technician(s) continue, at all times, to be solely the employee of the dealership and that no employment relationship is created by their participation. In addition, a separate Waiver and Release Agreement provided by American Honda Motor Co., Inc. must be executed prior to participation in the TOPTECH hands-on portion of the competition or it will be grounds for being eliminated or excluded from the competition.

PUBLICITY

American Honda Motor Co., Inc. reserves the right to publicize the District, Zone and National Competitions and the results of these competitions, including, but not limited to, photographing, recording, and filming/videotaping the competitions, having written descriptions of the competitions produced and disseminating any or all of the foregoing in any and all media. In order to participate in the contest, each participant will be required to sign a "Consent for Photography, Filming, Video/Audio Taping, Televising, Digital Imaging & Webcasting & Distribution," authorizing American Honda Motor Co., Inc. to use the participant's name, voice and likeness in connection with such publicity.

INDEMNIFICATION

By participating and enrolling in the TOPTECH competition, the dealership agrees to defend, and indemnify American Honda Motor Co., Inc. from any and all claims, causes of action, suits, demands, damages, losses, liabilities, costs, expenses and any actions of any kind whatsoever (collectively, "Claims"), arising in any way as a result of or in connection with the participation of its eligible technician(s) in the TOPTECH competition.

GENERAL

American Honda Motor Co., Inc. reserves the right to terminate or modify the contest for any reason or no reason and modify these contest rules and guidelines at any time and in its sole discretion. In no event shall American Honda Motor Co., Inc.'s aggregate liability in connection with this contest exceed the sum of the estimated prize values listed in these contest rules and guidelines.

B4271710.4 2015