How to Best Utilize Your New 2019 NGCOA Fleet Discount

Research

- Before visiting a GM dealership, [research the GM vehicle](#) that best suits your company’s needs.

- The NGCOA fleet discount offer includes all new 2019 Model Year Cadillac, Chevrolet, GMC and Buick vehicles (except Chevrolet Corvette). NGCOA members will only pay start-of-the-year pricing. Your company/golf course name must appear on either the registration or title (or both, depending on state rules and regulations) to be eligible for the discount, and the vehicle must remain in your company’s possession for six (6) months.

- Listed discounts are fleet discounts and not to be combined with retail discount offers (work directly with the dealer owner or general manager.)

Dealership

- At the dealership, speak with the owner or General Manager, and advise them you are a Corporate Fleet Customer under the NGCOA CAP agreement.

- Present the NGCOA CAP agreement, your NGCOA membership card, and matching personal identification.

- The final price you will pay for the vehicle (before any financing or trade in allowances) is the MSRP minus your detailed fleet discount plus added discounts from the dealership.

- The NGCOA Fleet discount is from the GM factory -- not the dealer -- so you should expect the dealer to add to the GM fleet discount.

- For fleet sales, GM pays its dealers approximately 3% of the invoice price (the price they paid to GM for the vehicle) after the sale is reported.

Final Notes

- GM has a professional group of dedicated fleet-only sales and service personnel throughout the US and they are excited to assist you in this new partnership.

- Please let us know how we can further assist you and if we can make any added accommodations for you with the Cadillac, Chevrolet, Buick or GMC dealer network or GM fleet network team.

- Questions can be directed to contact [Mark Leddy](#) or [Steve English](#) with questions.