



Acquisition Fee Options

For All Nissan Dealers

Publish Date: January 3, 2024

NMAC requires an acquisition fee of **\$695** on all NMAC leases.

The following are the payment options that are available to you for handling the acquisition fee.

- Your customer may pay the acquisition fee and taxes (if applicable) associated with the acquisition fee up-front. If your customer chooses this option, an acquisition fee would be disclosed as an amount due at lease signing.
- You may capitalize the acquisition fee and taxes (if applicable) by separately disclosing in the itemization of "Gross Capitalized Cost."
- You may choose to pay the acquisition fee on behalf of the customer. If you choose this option, the proper disclosures are outlined on the following page.

Remember that the only way you may advertise "no acquisition fee" is if you pay the acquisition fee on behalf of the customer.

FOR DEALERS WHO CHOOSE TO ADVERTISE "NO ACQUISITION FEE"

If you choose to advertise "No Acquisition Fee," you must disclose that you paid the acquisition fee on the lessee's behalf.

- ⇒ **Step 1:** On the **Signature**FLEX Lease Agreement in Section 4 under "Amount Due at Lease Signing or Delivery," **write** "Acquisition Fee" and "**\$695.00**" on one of the blank lines. See step 1 in the example.
- ⇒ **Step 2:** On the **Signature**FLEX Lease Agreement in Section 4 on Line II, "Rebates and Non-Cash Credits," **write** "**\$695.00**." See step 2 in the example.
- ⇒ **Step 3:** If your state requires tax on the acquisition fee, the tax **must** be disclosed on the lease agreement and **must be collected from the customer at signing**. Please consult your local tax advisor to determine if tax is due on the acquisition fee in your state. On the **Signature**FLEX Lease Agreement in Section 4 under "Amount Due at Lease Signing or Delivery," **write** "Tax on Acquisition Fee" and the appropriate amount on one of the blank lines. See Step 3 in the example.

FOR EXAMPLE PURPOSES ONLY

SignatureFLEX Lease Agreement

4. ITEMIZATION OF AMOUNT DUE AT LEASE SIGNING OR DELIVERY				
<u>AMOUNT DUE AT LEASE SIGNING OR DELIVERY</u>				
a)	Capitalized Cost Reduction including any net trade-in allowance	\$ _____	k) _____ + \$ _____	
b)	First Monthly Payment	+ \$ _____	l) _____ + \$ _____	
c)	Refundable Security Deposit	+ \$ _____	m) _____ + \$ _____	
d)	Title Fees	+ \$ _____	n) _____ + \$ _____	
e)	Registration Fees	+ \$ _____	o) Total = \$ _____	
f)	Tax on Capitalized Cost Reduction	+ \$ _____	<u>HOW THE AMOUNT DUE AT LEASE SIGNING OR DELIVERY WILL BE PAID</u>	
g)	Sales Tax Paid in Advance	+ \$ _____	I) Net Trade-In Allowance	\$ _____
h)	Acquisition Fee	+ \$ 695.00	II) Rebates and Non-Cash Credits	+ \$ 695.00
i)	Tax on Acquisition Fee	+ \$ XX.XX	III) Amount To Be Paid in Cash	+ \$ _____
		+ \$ _____	IV) Total	= \$ _____

Step 1

Step 3
(if applicable)

Step 2

⇒ **Step 4:** Complete the attached Payment Certificate form and submit it with the **Signature**FLEX Lease Agreement received. The Payment Certificate form was created to obtain the lessee’s acknowledgment that the acquisition fee has been paid by you and not by the lessee. You and the lessee must sign the form.

The Payment Certificate form for the acquisition fee cannot be ordered through the normal forms ordering process. Please remember to make additional copies of this form from the original copy (attached to this bulletin).

Any **Signature**FLEX Lease Agreement received without the proper disclosures (as outlined in steps 1-4) will be returned to you for correction. Disclosure requirements do not allow exceptions under this program.

