



Esther, redeem by November 30 to receive:

- A newly redesigned and enhanced 2020 Mercedes-Benz GLC 300 4MATIC® SUV
- \$7,198 toward your new car by trading in your current vehicle^o
- \$1,000 credit toward your new Mercedes-Benz[†]

Account Notification

November 14, 2019

Current Vehicle: 2014 Mercedes-Benz GLK 250 BlueTEC® - Upgrade
Eligible **VIN:**

Dear Esther,

Thank you for choosing Mercedes-Benz of Wilmington for your service needs on your 2014 GLK 250 BlueTEC®, VINXXXXXXXXXXXXXXXXXX. According to our records, I see that you were in to visit us on July 25, 2019.

Each month, our management team reviews preferred customers' service accounts. As a result, I wanted to make you aware of a unique opportunity we have for you to upgrade to a newly face-lifted 2020 GLC 300 4MATIC® SUV for \$49,590* by trading in your current vehicle.

The details of your offer:

Trade in your current vehicle and receive up to \$7,198 to use toward your new car.^o

At Mercedes-Benz of Wilmington, we are willing to pay a premium price for your 2014 Mercedes-Benz GLK 250 BlueTEC®.

Receive \$1,000 toward your new vehicle.[†]

This month, you qualify for a very special offer—a \$1,000 Mercedes-Benz Allowance Bonus available through November 30.

Choose the payment option that is best for you.

At Mercedes-Benz of Wilmington, we want to make it easy for you to drive off in your new Mercedes-Benz—which is why this offer includes all estimated taxes and fees.* Of course, you have options outside of a cash payment. We have exceptional finance and lease opportunities this month as well.

You will also enjoy these added benefits by purchasing your new 2020 Mercedes-Benz GLC 300 4MATIC® SUV at Mercedes-Benz of Wilmington:

- A new 4-year/50,000-mile new-vehicle limited warranty. Our records indicate that your current vehicle's original warranty has expired.[#]

Please be aware that you can get the 2020 Mercedes-Benz GLC 300 4MATIC® SUV with the features and equipment that are right for you. The price listed above is for a model with average equipment. Tell us what options you would like and we will personalize this offer even further.

This offer expires November 30.

Esther, please contact me to set up a time for us to inspect your current vehicle before the end of the month. While you're here, we can discuss this special November offer.

I look forward to seeing you in your new 2020 Mercedes-Benz GLC 300 4MATIC® SUV.

Best regards,

Derek Wimbish

Derek Wimbish
General Sales Manager
Mercedes-Benz of Wilmington
302-995-2211 ext. 2129
VIP@mbofwilmington.com

Congratulations, you have been pre-approved.

You can choose to stop receiving “prescreened” offers of credit from this and other companies by calling toll-free 1-888-567-8688. See the PRESCREEN & OPT OUT NOTICE on back for more information about prescreened offers.^{†††}



Mercedes-Benz of Wilmington
3801 Lancaster Pike Wilmington DE 19805

Additional Important Disclosures.

*Excludes government fees, any finance charges, additional options requested by customer, and aftersale items. All offers are based on an MSRP of \$49,590 for the standard 2020 Mercedes-Benz GLC 300 4MATIC® SUV. Some offers may not be combined with others that may be advertised outside this letter. Offers only apply to in-stock vehicles, previously placed orders do not qualify. This offer includes estimated taxes (as applicable, based on local/state laws). Offer expires November 30, 2019.

ΩSubject to vehicle inspection and confirmation of vehicle history, mileage, and equipment. Estimated trade value based on Kelley Blue Book and trade-in vehicle in fair condition, with estimated mileage of 136,804. The value of used motor vehicles varies with mileage, usage, included accessories and condition. Book values should be considered estimates only. NOTICE: trading in a vehicle will not eliminate your debt. Negative equity will be added to any purchase or lease. See Mercedes-Benz of Wilmington for complete details on this offer. This offer does not include the payoff of any outstanding financial obligations.

#See dealer for copy of limited warranty.

†\$1,000 Mercedes-Benz Allowance Bonus toward a 2020 Mercedes-Benz GLC 300 4MATIC® SUV is a factory-to-dealer incentive. Incentive results in an agreed-upon vehicle value of \$48,590 (\$49,590 MSRP less \$1,000 incentives). Offer for new vehicle listed expires November 30, 2019. See dealer for details.

†††PRESCREEN & OPT-OUT NOTICE. This "prescreened" offer of credit is based on information in your credit report indicating that you meet certain criteria. This offer is not guaranteed if you do not meet our criteria [including providing acceptable property as collateral]. If you do not want to receive prescreened offers of credit from this and other companies, call Transunion at 1-888-567-8688 or visit the website at www.optoutprescreen.com; or write Transunion Opt Out Request PO Box 505, Woodlyn, PA 19094-0505.