

# APPLICATION FOR HYUNDAI MOTOR AMERICA SALES & SERVICE AGREEMENT

Hyundai Motor America  
10550 Talbert Ave. P.O. Box 20850  
Fountain Valley, California 92728-0850 U.S.A.  
Telephone (714) 965-3000

Date \_\_\_\_\_

The following information is submitted in support of this application for a Hyundai Dealer Sales & Service Agreement. I understand that your receipt of this submission does not constitute acceptance or approval of the applicant.

NAME IN FULL (First, Middle, Last)

HOME ADDRESS (Street, City, State, Zip Code)

BUSINESS NAME AND ADDRESS (Street, City, State, Zip Code)

PRESENT OCCUPATION

BUSINESS TELEPHONE NO.

HOME TELEPHONE NO.

### CURRENT AND PREVIOUS BUSINESS EXPERIENCE

Do you now own, operate, or have a financial interest in or have you previously owned, operated, or had a financial interest in any automobile dealership  
 Yes     No    If yes, please complete the information requested below on all franchises in which you have any ownership:

<u>NAME OF DEALERSHIPS</u>	<u>NAME OF MAKE(S) HANDLED</u>	<u>FINANCIAL INTEREST</u>	<u>PERIOD FROM                      TO</u>	<u>CITY, COUNTY, STATE</u>	<u>REASON FOR TERMINATING</u>
1. _____	_____	_____	_____	_____	_____
2. _____	_____	_____	_____	_____	_____
3. _____	_____	_____	_____	_____	_____
4. _____	_____	_____	_____	_____	_____
5. _____	_____	_____	_____	_____	_____

(Attach an extra page if necessary.)

Outline in chronological order the positions or businesses in which you have participated (10 years minimum, most recent first).

1. NAME OF COMPANY	ADDRESS (Street, City, State, Zip Code)		
TYPE OF BUSINESS	IF AUTOMOTIVE ___ RETAIL                      ___ WHOLESALE                      ___ MANUFACTURING		
PERIOD FROM	LAST POSITION	ANNUAL SALARY	
IMMEDIATE SUPERVISOR	TELEPHONE NO.	REASON FOR LEAVING	
2. NAME OF COMPANY	ADDRESS (Street, City, State, Zip Code)		
TYPE OF BUSINESS	IF AUTOMOTIVE ___ RETAIL                      ___ WHOLESALE                      ___ MANUFACTURING		
PERIOD FROM                      TO	LAST POSITION	ANNUAL SALARY	
IMMEDIATE SUPERVISOR	TELEPHONE NO.	REASON FOR LEAVING	
3. NAME OF COMPANY	ADDRESS (Street, City, State, Zip Code)		
TYPE OF BUSINESS	IF AUTOMOTIVE ___ RETAIL                      ___ WHOLESALE                      ___ MANUFACTURING		
PERIOD FROM                      TO	LAST POSITION	ANNUAL SALARY	
IMMEDIATE SUPERVISOR	TELEPHONE NO.	REASON FOR LEAVING	

Attach extra page if necessary.

**PERSONAL DATA**

MARITAL STATUS MARRIED ___ SINGLE ___	BIRTHPLACE	DATE OF BIRTH
NUMBER OF DEPENDENT CHILDREN	NUMBER OF OTHER DEPENDENTS	SOCIAL SECURITY NO.
CONDITION OF HEALTH	DATE OF LAST MEDICAL EXAM	

**EDUCATION**

TYPE OF SCHOOL	NAME AND LOCATION OF SCHOOL	DATES ATTENDED		GRADUATED		DEGREE
		FROM	TO	YES	NO	
HIGH SCHOOL	_____	_____	_____	YES	NO	_____
COLLEGE OR UNIVERSITY	_____	_____	_____	YES	NO	_____
BUSINESS OR TRADE SCHOOL	_____	_____	_____			_____
OTHER TRAINING	_____	_____	_____			_____

- Have you ever failed in business or compromised with creditors?    Yes \_\_\_    No \_\_\_
- Have you ever been bonded?    Yes \_\_\_    No \_\_\_
- Has your bond ever been withdrawn or application rejected?    Yes \_\_\_    No \_\_\_
- Have you ever been convicted of a crime?    Yes \_\_\_    No \_\_\_
- Do you have any lawsuits pending against you?    Yes \_\_\_    No \_\_\_
- Are you an endorser of any bills or notes, mortgages, bonds, etc., of others?    Yes \_\_\_    No \_\_\_
- Have you ever applied for a business or occupational license and been refused?    Yes \_\_\_    No \_\_\_
- Have you ever had a business or occupational license revoked, suspended, or subjected to other disciplinary action?    Yes \_\_\_    No \_\_\_
- Have you ever had a civil judgment rendered against you?    Yes \_\_\_    No \_\_\_

Please explain affirmative answers to the foregoing questions in detail (attach extra page if necessary).

**BANK REFERENCES**

	BANK AND/OR FINANCE COMPANY	PRINCIPAL CONTACT (NAME AND TITLE)	CITY, STATE	TELEPHONE NO.	YEARS OF BANKING RELATIONSHIP
1.	_____	_____	_____	_____	_____
2.	_____	_____	_____	_____	_____
3.	_____	_____	_____	_____	_____

**PERSONAL REFERENCES (Do not list present or previous employers, employees or relatives.)**

1.	NAME IN FULL	ADDRESS (Street, City, State, Zip Code)		
	OCCUPATION	TELEPHONE NO.	NO. OF YEARS KNOWN	
2.	NAME IN FULL	ADDRESS (Street, City, State, Zip Code)		
	OCCUPATION	TELEPHONE NO.	NO. OF YEARS KNOWN	
3.	NAME IN FULL	ADDRESS (Street, City, State, Zip Code)		
	OCCUPATION	TELEPHONE NO.	NO. OF YEARS KNOWN	

**CURRENT DEALERSHIP INFORMATION**

If you are currently in business as an automobile dealer, please complete this section for each of your dealerships (use additional sheets if necessary)  
 (List sales for each make separately)

NAME OF DEALERSHIP	MAKE(S)	RETAIL USED CAR SALES (UNITS)					
		Current	Last Year	2 Years	Current	Last Year	2 Years
1. _____	_____	_____	_____	_____	_____	_____	_____
2. _____	_____	_____	_____	_____	_____	_____	_____
3. _____	_____	_____	_____	_____	_____	_____	_____
4. _____	_____	_____	_____	_____	_____	_____	_____

**CUSTOMER SATISFACTION INDEX**

NAME OF DEALERSHIP	DEALER AVERAGE	ZONE/REGION	NATIONAL
1. _____	_____	_____	_____
2. _____	_____	_____	_____
3. _____	_____	_____	_____
4. _____	_____	_____	_____

**PROPOSED DEALERSHIP INFORMATION**

Indicate up to three locations of interest for a single line Hyundai dealership.

CITY	GENERAL LOCATION WITHIN CITY	COUNTY	STATE
1. _____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Briefly describe your automobile experience in management, new and used automobile sales, parts, and service, and why you feel you are qualified to own and/or operate a Hyundai dealership.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Briefly describe your plans for operating the proposed Hyundai dealership.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

How much money are you prepared to invest in the proposed dealership \$ \_\_\_\_\_

If your investment requires liquidation of certain assets listed on your attached Personal Financial Statement, which assets would be used, how are they to be liquidated, and when would the proceeds be available?

\_\_\_\_\_

\_\_\_\_\_

For the purpose of securing credit and other considerations, the undersigned furnishes the above information and Financial Statements which fully and truly set forth the applicant's financial condition on the \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_\_.

**The undersigned acknowledges and agrees:**

1. The sending of this application form to applicant or the retention of a completed form by Hyundai does not in any way imply Hyundai's consent to the transfer to applicant of any interest in any existing Hyundai dealership.
2. This application does not in any way obligate Hyundai to enter into a Dealer Agreement with me/us. This application may be accepted or rejected by Hyundai after review.
3. Any investments of any kind in real estate, leases, or otherwise made by me/us in the expectation of the acceptance of this application are made exclusively on my/our own responsibility and do not obligate Hyundai in any way.
4. No one other than the President or Vice President has the authority to approve the undersigned's application for a Hyundai Dealer Sales and Service Agreement. Final approval will be upon the written execution of the Dealer Sales and Service Agreement by any one of the above named officers.
5. Any material misrepresentation, whether intentional or unintentional, in the information supplied by the applicant in this form shall be grounds upon which Hyundai may immediately terminate any Dealer Sales and Service Agreement executed by the undersigned and Hyundai.
6. Hyundai is authorized to conduct such investigations as it may consider necessary into my background, including with limitation, dealer management qualifications, credit history, general reputation and character and I agree to indemnify and hold Hyundai and its employees harmless against any and all liability, loss damages, costs or expenses which it or they may hereinafter incur in connection with any claim, action or legal proceeding based in whole or in part of such investigation. I also authorize my former employers and any other persons or organizations to provide any information they have about my background, and I release all concerned from any liability in connection therewith.
7. I admit that no representations or statements have been made to me/us by you or on your behalf which induced me to execute this application, nor have any representations or statements been made to me/us by or on behalf of Hyundai which would in any way indicate the action which you will take on this application.

I certify that the statements contained herein are true. I understand that false or incomplete statements herein or in any resume or material I have supplied are grounds for denial hereof or termination of any Dealer Sales and Service Agreement executed with me/us. I will immediately report to Hyundai any material change in the foregoing information and financial data. If a Dealer Sales and Service Agreement is offered, I understand that I may be required to be physically examined and that execution of such Dealer Sales and Service Agreement by Hyundai may be depended upon by successfully passing that examination.

**Additionally, you must provide current and complete Personal And Dealership Financial Statements (include all Department Expenses & Fixed Operation Analysis) in order to be considered.**

**Applicant's Signature** \_\_\_\_\_ **Date** \_\_\_\_\_

**Title** \_\_\_\_\_

**Witness** \_\_\_\_\_