



## SPRING ON THE HORIZON THE BIGGEST SALES EVENT OF THE YEAR

**March 17 – April 30, 2025**  
(CONFIDENTIAL)

Robalo Boats is excited to launch our new **SPRING ON THE HORIZON SALES EVENT**, designed to help our dealers maximize sales and move inventory during the 2025 spring selling season!! This program gives dealers the tools to capture leads, close sales, and secure new customers during the spring selling season. **The SPRING ON THE HORIZON SALES EVENT cannot be used in conjunction with other Robalo retail programs.**

### PROGRAM DETAILS:

- **START DATE:** MARCH 17, 2025
- **END DATE:** APRIL 30, 2025
- **INCENTIVE:** DEALER CASH-MATCH PROGRAM

Robalo is pleased to participate with each dealer in providing what every customer is asking for; **CASH!** This **dealer cash-match** incentive is an exciting opportunity to attract motivated boat buyers who are ready to make a deal. By following up with leads and offering exclusive savings, you can create customer urgency and drive sales in the weeks ahead.

Make the most of this opportunity to move inventory and ensure your dealership stands out to deal-seeking customers wanting to purchase our high quality, innovative products. Don't miss out- take advantage of the **SPRING ON THE HORIZON SALES EVENT** and boost your sales during the 2025 spring selling season.

The **SPRING ON THE HORIZON SALES EVENT** will be promoted on the Robalo Boats website home page, our social media Pages - Facebook, Instagram, X and LinkedIn, through Google Ads and more...with a landing page to collect all leads to direct traffic to their local dealers.

In order for dealers to participate in the **SPRING ON THE HORIZON SALES EVENT** it must be promoted on their dealership website, Facebook, Instagram, and other social media sites. Please aggressively promote this program and respond to your leads promptly 24/7. All sales event artwork can be found on the Robalo dealer center.

This sales event is a Cash-Match program targeting 2024 inventory or older and 2025 models sold during the program dates of March 17 – April 30, 2025 listed on the Confidential Rebate Schedule below. ***In order to participate in the rebate program dealers are required to place an order for the same model. If you desire to order another model of equal or greater value, please contact your Regional Sales Director to seek pre-approval. If a dealer cancels or delays an existing 2025 model on order or in production, dealer will void participation in the SPRING ON THE HORIZON SALES EVENT.***

Please see the confidential cash match rebate schedule below:



**Confidential Rebate Schedule**  
**Model Year 2024 & Older**

<b>MODELS</b>	<b>TOTAL</b>	<b>ROBALO</b>	<b>DEALER</b>
<b><u>CENTER CONSOLES</u></b>	<b><u>REBATE</u></b>	<b><u>PORTION</u></b>	<b><u>PORTION</u></b>
R 360	\$45,000	\$22,500	\$22,500
R 302	\$18,000	\$ 9,000	\$ 9,000
R 272	\$18,000	\$ 9,000	\$ 9,000
R 270	\$18,000	\$ 9,000	\$ 9,000
R 250	\$ 9,000	\$ 4,500	\$ 4,500
R 242	\$ 9,000	\$ 4,500	\$ 4,500
R 230	\$ 6,000	\$ 3,000	\$ 3,000
R 222	\$ 6,000	\$ 3,000	\$ 3,000
R 200	\$ 6,000	\$ 3,000	\$ 3,000
R 180	\$ 6,000	\$ 3,000	\$ 3,000
<b><u>EXPLORERS</u></b>			
R 242EX	\$ 9,000	\$4,500	\$4,500
R 232EX	\$ 6,000	\$3,000	\$3,000
R 222EX	\$ 6,000	\$3,000	\$3,000
R 202EX	\$ 6,000	\$3,000	\$3,000
<b><u>CAYMAN SERIES</u></b>			
R 266	\$12,000	\$6,000	\$6,000
R 266 SKY DECK	\$12,000	\$6,000	\$6,000
R 246	\$ 9,000	\$4,500	\$4,500
R 246 SKY DECK	\$ 9,000	\$4,500	\$4,500
R 226	\$ 6,000	\$3,000	\$3,000
R 206	\$ 6,000	\$3,000	\$3,000
<b><u>DUAL CONSOLES</u></b>			
R 317	\$30,000	\$15,000	\$15,000
R 247	\$ 9,000	\$ 4,500	\$ 4,500
R 227	\$ 6,000	\$ 3,000	\$ 3,000
R 207	\$ 6,000	\$ 3,000	\$ 3,000



## Confidential Rebate Schedule

Model Year 2025

<b>MODELS</b>	<b>TOTAL</b>	<b>ROBALO</b>	<b>DEALER</b>
<b><u>CENTER CONSOLES</u></b>	<b><u>REBATE</u></b>	<b><u>PORTION</u></b>	<b><u>PORTION</u></b>
R 360	\$15,000	\$7,500	\$7,500
R 302	\$6,000	\$3,000	\$3,000
R 300	\$3,000	\$1,500	\$1,500
R 270	\$6,000	\$3,000	\$3,000
R 250	\$3,000	\$1,500	\$1,500
R 230	\$2,000	\$1,000	\$1,000
R 222	\$2,000	\$1,000	\$1,000
R 200	\$2,000	\$1,000	\$1,000
R 180	\$2,000	\$1,000	\$1,000
R 160	\$1,000	\$ 500	\$ 500
<b><u>EXPLORERS</u></b>			
R 232EX	\$2,000	\$1,000	\$1,000
R 222EX	\$2,000	\$1,000	\$1,000
R 202EX	\$2,000	\$1,000	\$1,000
<b><u>CAYMAN SERIES</u></b>			
R 266	\$4,000	\$2,000	\$2,000
R 266 SKY DECK	\$4,000	\$2,000	\$2,000
R 246	\$3,000	\$1,500	\$1,500
R 246 SKY DECK	\$3,000	\$1,500	\$1,500
R 226	\$2,000	\$1,000	\$1,000
R 206	\$2,000	\$1,000	\$1,000
<b><u>DUAL CONSOLES</u></b>			
R 317	\$10,000	\$5,000	\$5,000
R 257	\$2,000	\$1,000	\$1,000
R 207	\$2,000	\$1,000	\$1,000



## SPRING ON THE HORIZON SALES EVENT GUIDELINES

- **The Diamond Anniversary Sales Event cannot be used in conjunction with other Robalo retail programs.**
- This program in its entirety is CONFIDENTIAL and proprietary to authorized Robalo dealers.
- This program is available to Robalo dealers in North America who are active and in good standing and have qualified for a minimum purchase level 1 annual incentive program. (Limited to United States and Canada). Boats used for racing, rental, government, charter or commercial use are excluded.
- Cash Rebates apply to 2024 models or older and 2025 models sold between March 17 – April 30, 2025 listed on the Confidential Rebate Schedule.
- ***In order to participate in the rebate program dealers are required to place an order for the same model. If you desire to order another model of equal or greater value, please contact your Regional Sales Director to seek pre-approval.***
- Any 2025 model, 2024 model or older boat sold prior to the sales event is excluded from participating in the **SPRING ON THE HORIZON SALES EVENT**.
- Cash Rebates are shared equally between the dealer and Robalo.
- Dealers who elect not to match the rebate dollars cannot participate in the **SPRING ON THE HORIZON SALES EVENT**.
- In order for dealers to participate in the **SPRING ON THE HORIZON SALES EVENT** it must be promoted on their dealership website, Facebook, Instagram, and other social media sites. Please aggressively promote this program and respond to your leads promptly 24/7. All sales event artwork can be found on the Robalo dealer center.
- Customer must make purchase and pay in full within the dates of the promotion.
- Any cash incentive reimbursement for boats sold out of dealer's territory will be denied.
- **SPRING ON THE HORIZON SALES EVENT** targets 2024 models or older and 2025 models sold during the program dates of March 17 – April 30, 2025 listed on the Confidential Rebate Schedule. The incentives must be claimed, and warranty registration returned to Robalo within 10 days from the date of sale or prior to May 9, 2025; whichever comes first, in order to receive full program benefits.
- Robalo reserves the right to audit rebate requests or contact retail customers to verify information.
- Dealer will be eligible for Cash rebate reimbursement provided the boat is delivered to the retail customer within the timelines specified in this program.
- Dealers are required to submit a completed **SPRING ON THE HORIZON SALES EVENT** Reimbursement Form.
- Dealers are required to complete an online registration under the written terms of this program. Electronic registrations will be verified before processing cash rebate amounts.

### REIMBURSEMENT PROCEDURES

- Dealers are required to submit by email a completed sales event reimbursement form with a signed copy of the retail sales contract. The sales contract must clearly reflect the sales event total rebate amount listed including the dealer cash match amount as a line item on the sales contract for all boats sold during this event.
- **Each individual claim must be accompanied by Robalo's sales event reimbursement form with a re-order of the same model. If you desire to order another model of equal or greater value, please contact your Regional Sales Director to seek pre-approval.**
- All required documentation must be submitted to Robalo's rebate department in its entirety no later than **May 9, 2025**.
- Boat & engine registration must take place within ten days of retail boat delivery or prior to **May 9, 2025**; whichever comes first, in order to receive full program benefits.
- Qualified rebates will be issued to Dealers as a credit to their parts account for the Robalo portion of the rebate.
- Send documentation via email to: [rebates@Robalo.com](mailto:rebates@Robalo.com).
- If you have any questions about the requirements to participate or the procedures for filing, please contact your Regional Sales Director.

# ROBALO SPRING ON THE HORIZON SALES EVENT

## SPRING ON THE HORIZON SALES EVENT REIMBURSEMENT AND **RE-ORDER** FORM

### RETAIL CUSTOMER'S INFORMATION:

*(Information required for processing)*

NAME

ADDRESS

ADDRESS

CITY, STATE & ZIP

PHONE NUMBER

EMAIL ADDRESS

### DEALERSHIP INFORMATION *(Required for processing):*

DEALERSHIP

LOCATION

BOAT MODEL

BOAT SERIAL NUMBER

*(Complete boat serial number is required for processing)*

\$

TOTAL REBATE AMOUNT – Robalo portion + Dealer Match  
Portion

**(Robalo and Dealer Cash Match Rebate Amount must appear as a line item on customer's Retail Sales Contract showing the total amount of rebate given to the customer)**

DATE OF SALE *(Must be between 03/17/25 – 04/30/25)*

DATE OF DELIVERY

*(Note: The dates listed above must match the dates in the Robalo owner's registration and follow the guidelines of the promotion)*

### RE-ORDER SECTION:

ORDER DATE:

BOAT MODEL:

ORDER #:

*In order to participate in the rebate program dealers are required to place an order for the same model. If you desire to order another model of equal or greater value, please contact your Regional Sales Director to seek pre-approval.*

## CHECK LIST FOR SUBMITTING PAPERWORK TO ROBALO:

- Boat paid off with flooring company *(if applicable)*
- Boat was sold from March 17 – April 30, 2025
- Any 2024 model or older as well as 2025 models sold prior to the sales event is excluded from participating in the **SPRING ON THE HORIZON SALES EVENT**
- In order to participate in the rebate program dealers are required to place a re-order of the same model. See reimbursement procedures for details
- Engine registered with engine manufacturer
- Boat registered online with Robalo Warranty
- Reimbursement Form completed
- Copy of Sales Contract reflecting the sales event cash amount including dealer match portion
- Read and follow all program guidelines and procedures
- Send documentation (Reimbursement Form & Sales Contract Copy) by email: [rebates@robalo.com](mailto:rebates@robalo.com)