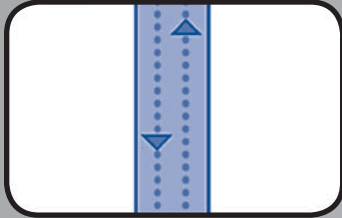


Test Drive Tips

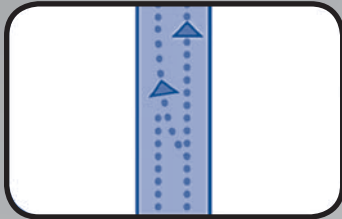
Different road conditions provide talking points for vehicle features. Here are some examples of these road conditions and feature talking points.

Best practice: Tailor your test drive to road conditions that mirror your clients driving patterns, preview your test drive route and all features you plan to include during the drive, then preview each feature before you begin your demonstration—ask periodically to see if your client has any questions. Never try and demonstrate a feature that you do not completely understand.



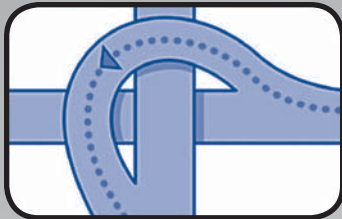
LOCAL HIGHWAY DRIVING

- Passing—acceleration and stability
- Cruising—quiet cabin (lower one of the laminated UV windows to contrast with noisy outdoors)
- Smart Cruise Control—3 settings—defaults to the furthest setting (if a vehicle is too close the car will automatically reduce speed to maintain distance setting)



HIGHWAY LANE CHANGE

- Lane-change—ease of handling, stable body
- Lane Departure Warning System (LDWS)—At speeds above 40 mph you can demonstrate the Lane Departure Warning System. With the system engaged, and without using the Turn Signal, move across a broken lane—the camera located beside the inside mirror will send a signal that will activate an audio and visual warning followed by rapid driver seatbelt “pulls.” Using the Turn Signal will cancel all warning signals.



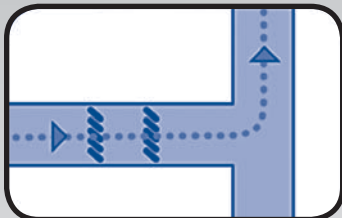
CORNERING AT HIGHWAY SPEEDS

- Higher-speed-cornering—ease of handling, stable body, passenger comfort
- Electro-Hydraulic Steering, Anti-Sway Bars, Continuous Dampening Control, Electronic Stability Control



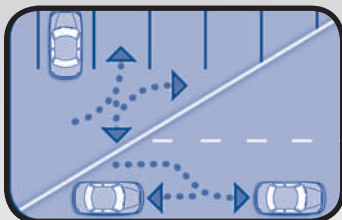
HIGHWAY ON-RAMP

- Merging from an on-ramp—acceleration and a feeling of confidence
- Off-ramp—braking confidence, cornering stability
- “Sport Mode”, when activated, will stiffen suspension and steering and provide more aggressive transmission shift points for a more “spirited” drive experience.



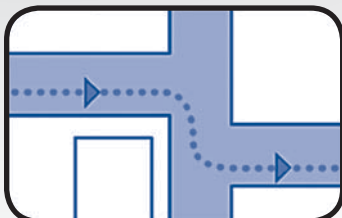
ROUGH ROADS

- Slippery road surfaces, wet, sand, or snow—show ESC and Traction Control helping to maintain control and traction
- Potholes and railroad tracks—handling, quiet, comfort, lack of vibration, Electronically Controlled Air Suspension (EAS) and vehicle height



PARKING MANEUVERS

- At idle—super-quiet (point out that it’s hard to tell that the engine is running)
- Parking (using Parking Assist, Backup Camera and Front Camera, if equipped)
- Parking lot maneuvers—show ease of handling due to Speed-Sensitive Electro-Hydraulic steering and visibility



STOP-AND-GO CITY TRAFFIC: AROUND TOWN DRIVING

- Tight, low-speed corner merge into traffic—acceleration, stability, and handling
- Lane change—handling ease, confidence, acceleration
- Rapid stops—stable stopping power is a competitive strength
- Activate “Auto Hold”—completely stop vehicle and take your foot off the brake—vehicle will not move until you accelerate.



The following list of EQUUS features is meant as a check-list to review with clients. The order in which these features are presented is up to you and your client.

Exterior and Suspension

- Bold, Aerodynamic Styling—Daytime running lights, LED tail lights
- High Intensity Discharge (HID) Xenon Low-Beam Headlights
- Adaptive Front Lighting System (AFLS)
- 19-inch alloy wheels with chrome finish
- 4-wheel disc brakes: 4-sensor, 4-channel with Anti-lock Braking System (ABS), Electronic Brake-force Distribution (EBD) and Brake Assist
- Noise Reduction Measures
 - Acoustic-laminated UV glass
 - Rain-repelling front side windows
- Rear-wheel drive
- Electronically-controlled Air Suspension
- Continuous Damping Control (CDC)
- Vehicle ride-height control
- Electronically Controlled Air Suspension (EAS)

Advanced Safety

Active Advanced Safety—Accident Avoidance

- Electronic Stability Control (ESC)
- Vehicle Stability Management System (VSM) with Pre-Collision Warning
- Lane Departure Warning System (LDWS)
- Smart Cruise Control with 3 settings

Passive Advanced Safety—In Case of Accident

- Electronic Seatbelt Tensioning System
- Electronic Active Front Headrests
- Airbag System

Under the Hood

- 4.6-Liter DOHC Tau® V8—unleaded regular or premium
- ZF® 6-Speed Sealed Automatic Transmission with SHIFTRONIC™
- Speed-Sensitive Electro-Hydraulic Power Steering
- Engine Compartment—no transmission dip stick

Unlocking & Entering the Equus

- Keyless Remote/Proximity Key
- Driver's handle only unlocks driver's door
- Outside Mirrors, approach lamps and puddle lamps
- 4 ways to open the trunk

Trunk Area

- 16.7 cu. ft. of space
- Illuminated with bag hook, cargo net and first aid kit

Front Passenger Area

- Leather-Wrapped Instrument Panel
- Tilt and Slide Sliding Glass Sunroof
- 10-Way Front Passenger's Seat
- Center Console Controls
- Electronic Active Front Head Restraints
- Dual-Zone Automatic Temperature Control
- Lexicon® 7.1 Discrete Logic 7.1® Surround Sound System, XM and HD radio
- Driver Information System

Driver Controls

- 12-Way Power Driver's Seat
- 2 Driver Memory System
- Tilt/Teleopic/Heated Leather-Wrapped Steering Wheel Trimmed in Genuine Wood
 - Windshield Wipers, Deicer, Auto Defogging System and Lights
- Electrochromatic Homelink® Rearview Mirror
- "Supervision" Instrument Cluster
- Electronic Parking Brake (EPB)
- Auto Vehicle Hold
- Rear Parking Assistance System
- Driver seat Massage Feature

Rear Passenger area

- LED Footwell Lights
- Rear-Seat Center Armrest with controls
- Heated Rear Seats
- Power Reclining Rear Seats
- Rear Sunshade
- Rear Side Window Sunshades
- Multiple Storage Compartments
- LATCH System for Child Seats

Ultimate

- Rear Center Consoles with cool box and multiple controls
- Multiple Storage Compartments
- Rear Seat Entertainment System (RSE) with 8-inch video monitor
- First-Class Seating with massage, recliner, heated/cooled seats
- Forward-View Cornering Camera
- Remote Power Trunk
- 4 Ways to Release Power Trunk