2025/2026 Model Year Ford/Lincoln 56M National Fleet Incentives as of 6/18/2025

VEHICLE	NATIONAL COMMERCIAL FLEET INCENTIVE $(56M)
25MY CAR	
Mustang® [a]	750
25MY FORD SUVS	
Bronco® [a]	500
Bronco® Sport [a]	500
Escape Active, ST-Line, Platinum [a]	500
Escape HEV and PHEV [a]	0
Expedition® [a/b]	1000
Explorer Active [a]	500
Explorer ST-Line, ST, Platinum [a]	750
Explorer Police Interceptor Utility [a]	500
Mustang Mach-E®	0
25MY FORD TRUCKS	
E-Series Cutaway/Stripped Chassis [c/d]	0
F-150 Lightning Pro Series	2000
F-150 Lightning XLT, Flash, Lariat, Platinum	2000
F-150 Regular Cab (Gas) [a]	500
F-150 4x2 SuperCab (Gas and HEV) [a]	1000
F-150 4x4 SuperCab (Gas and HEV) [a]	1000
F-150 4x2 SuperCrew® (Gas and HEV) [a]	2000
F-150 4x4 SuperCrew (Gas and HEV) [a]	2000
F-150 Police Responder	2000
F-Series Super Duty® - Chassis Cab [a]	0
F-Series Super Duty® - Pick Up [a]	1000
F-Series Super Duty® F-600 [a]	0
Maverick® [a]	500
Medium Duty Truck F-650 (Gas & Diesel)	0
Medium Duty Truck F750 (Gas & Diesel)	0
Ranger® [a]	500
E-Transit™ [a]	500
Transit® [a]	500
25MY Lincoln	
Aviator® [a]	1000
Corsair® (Gas) [a]	1000
Nautilus®	750
Navigator® [a/b]	1000
26MY CAR	
Mustang® [a]	750
26MY FORD SUVS	
Escape Active, ST-Line, Platinum, and PHEV [a]	500
Escape HEV [a]	0
Explorer Active [a]	1000
Explorer ST-Line, ST, Platinum [a]	1000
Explorer Police Interceptor Utility [a]	1000
26MY Ford Trucks	
E-Series Cutaway/Stripped Chassis [c/d]	500
F-Series Super Duty® - Chassis Cab [a]	500
F-Series Super Duty® - Pick Up [a]	1000
F-Series Super Duty® F-600 [a]	0
Medium Duty Truck F-650 (Gas only) [a]	1000
Medium Duty Truck F-750 (Gas only) [a]	1000

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Transit® Van [a]	1000
Transit® Wagon [a]	500
E-Transit® [a]	500
26MY LINCOLN	
Aviator®	1000
Corsair®	1000
Nautilus®	750

Ford Authorized Pool Accounts cannot order vehicles with a fleet incentive. Ford Dealer must apply for fleet incentive on eligible commercial applications following pool account assignment of chassis to Ford Dealer. Unit must be reported sold to a valid end-user FIN.

a/ 56M incentive is $0 on 25MY/26MY Aviator Black Label, 25MY/26MY Mustang GT (P8C/P8F) and Dark Horse (P8R), 25MY/26MY Corsair PHEV, 25MY Bronco Raptor, Heritage Edition, and Oates, 25MY Bronco Sport Heritage and Free Wheeling, 25MY F-150 Raptor and Tremor, 25MY Maverick Tremor and LOBO, 25MY Black Label, 26MY Medium Duty Truck F-650/F-750 Diesel, and all other Hybrid/Electric vehicles unless otherwise noted.
b/ 56M is not available with Livery vehicle orders. 56M is not compatible with Limo or Hearse (LC) FINs.
c/ Ford complete vehicles, purchased from select body manufacturers, may be ineligible for fleet incentives.
d/ The E-Series Motorhome Package is ineligible for National Fleet Incentives.

Terms and Conditions

Fleet Identification Number (FIN) Requirement

- A FIN is required to qualify for National Fleet Incentives. To apply for a FIN code:
  - Call 1-866-34-DEALER (1-866-343-3253) and select option 2 or
  - Visit https://www.fordpro.com/en-us/resources/fleet-identification-number/create-new
- Ford reserves the right to inactivate any End User FIN with no sales activity over the past 5 calendar years.
- Fleet Management Companies, Banks, Credit Unions, other financial institutions and body modification companies are eligible to request national fleet incentives/credits only if the customer (i.e., lessee/purchaser) has met the fleet eligibility requirements and has received a FIN code. All Fleet Management Companies and Body Modifier orders must include their own FIN code and the end-user FIN code on vehicle orders. (Requirement applies to units ordered from production or sold out of stock.)
- To qualify for a Commercial FIN, an end-user must meet the following requirements:
  - Have registered or leased, for use in their operation, 5 or more new vehicles (any make or model) during the current or preceding calendar or model year, or preceding 13-month period; or,
  - Currently have a fleet of 15 or more vehicles, owned or leased (any make or model) in the United States; or,
  - Currently have a fleet of 5 or more vehicles, all of which are over 20,000 GVWR, owned or leased (any make or model) in the United States (applicable to F650/750 & LCF vehicle lines).

In-Service Requirements

- The minimum in-service requirement for commercial vehicles is 12 months or 20,000 miles (whichever comes first). Customers acquiring vehicles using FIN codes with or without National Fleet Incentives are subject to all 2025/2026 model year fleet program rules, including in-service requirements.
- Customers who violate the minimum in-service requirements may be subject to fleet incentive claim reversals and/or cancellation of their FIN code.
- Customer placement of an order under this program constitutes agreement by customer to the terms and conditions contained herein, as modified by Ford from time to time.

Other

- Effective 11/1/19 Commercial Connection Upfit programs will no longer be compatible/stackable with 56M. Note: Commercial Seasonal Events remain compatible with 56M.
- Customers who participate in the Competitive Price Allowance program can request to have vehicles reinvoiced with National Fleet Incentive (56M) in lieu of their Competitive Price Allowance program discount.
- Any regional cash discounts, special value packages (excluding National Discount Packages), customer cash drafts, APR and Special RCL Lease Rates are not available with National Fleet Incentives, unless otherwise stated in a separate program announcement.
- Acceptance of an order in the system does not constitute a commitment from Ford to build a vehicle. Ford reserves the right to limit production, cancel, amend, revise or revoke any program at any time.
- Vehicles ordered for Fleet must be delivered with Fleet delivery types. Vehicles must be registered and operated solely in the 50 United States.
- National Fleet Incentives will be deducted from the factory invoice on vehicles ordered from production with 56M. Fleet units should be ordered from production, although Ford and Lincoln Dealers can re-invoice vehicles sold from dealer stock to eligible fleet customers.
- Units purchased out of dealer stock for FIN Code customers must be re-invoiced with the appropriate incentive code and reported sold fleet in order to activate applicable fleet incentives.

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- Following a Stock-to-Fleet re-invoice using 56M, the National Fleet Incentive money will be deducted, shown on the adjusted invoice, and payment will be made to the dealer. The dealer must apply that money to the customer's purchase price or reimburse the customer the appropriate amount.
- Any unit purchased from a source other than Ford Motor Company are ineligible, except:
    - Vehicles that are re-billed by Ford Motor Company.
    - New and Unused units purchased by a franchised Ford Motor Company dealer from a finance source that obtained the units from a liquidating Ford Motor Company Dealer (so long as the purchase price from the finance source equals or exceeds the vehicle's wholesale delivered price from Ford).
- Customers are responsible for maintaining website access code eligibility for their employees.