

US Armed Forces Rankings for Personalized Introductions

TrueCar Certified Dealer Best Practices

- Look for the rank listed on the address line of TrueCar Military Program introductions. If you see one of the acronyms listed, it is because this Member served, or is serving, in the military.
- Be sure to incorporate this rank into your greeting and communications as it conveys respect and builds trust.
- If there is no rank listed, refer to the customer as a “Military Member” instead.

| Army | | Navy/Coast Guard | | Marine Corps | | Air Force | |
|---------|-------------------------------|------------------|--|--------------|--|-----------|--|
| Abbrev. | Title | Abbrev. | Title | Abbrev. | Title | Abbrev. | Title |
| PVT | Private | SR | Seaman Recruit | PVT | Private | AB | Airman Basic |
| PV2 | Private 2 | SA | Seaman Apprentice | PFC | Private First Class | Amn | Airman |
| PFC | Private First Class | SN | Seaman | LCpl | Lance Corporal | A1C | Airman First Class |
| SPC | Specialist | PO3 | Petty Officer Third Class | Cpl | Corporal | SrA | Senior Airman |
| CPL | Corporal | | | | | | |
| SGT | Sergeant | PO2 | Petty Officer Second Class | Sgt | Sergeant | SSgt | Staff Sergeant |
| SSG | Staff Sergeant | PO1 | Petty Officer First Class | SSgt | Staff Sergeant | TSgt | Technical Sergeant |
| SFC | Sergeant First Class | CPO | Chief Petty Officer | Gy Sgt | Gunnery Sergeant | MSgt | Master Sergeant |
| | | | | | | SMSgt | Senior Master Sergeant |
| MSG | Master Sergeant | SCPO | Senior Chief Petty Officer | MSgt | Master Sergeant | | |
| 1SG | First Sergeant | | | 1st Sgt | First Sergeant | CMSgt | Chief Master Sergeant |
| SGM | Sergeant Major | MCPO | Master Chief Petty Officer | MGySgt | Master Gunnery Sergeant | | |
| | | | | | | | |
| CSM | Sergeant Major | MCPON | Master Chief Petty Officer of the Navy | SgtMaj | Sergeant Major | CCM | Command Chief Master Sergeant |
| | | | | | | | |
| SMA | Sergeant Major of the Army | MCPOCG | Master Chief Petty Officer of the Coast Guard | SgtMajMC | Sergeant Major of the Marine Corps | CMSAF | Chief Master Sergeant of the Air Force |
| | | | | | | | |
| WO1 | Warrant Officer 1 | WO1 | USN Warrant Officer | WO | Warrant Officer | 2nd Lt | Second Lieutenant |
| CW2 | Chief Warrant Officer 2 | CW02 | USN Chief Warrant Officer 2 | CWO2 | Chief Warrant Officer 2 | 1st Lt | First Lieutenant |
| CW3 | Chief Warrant Officer 3 | CW03 | USN Chief Warrant Officer 3 | CWO3 | Chief Warrant Officer 3 | | |
| CW4 | Chief Warrant Officer 4 | CW04 | USN Chief Warrant Officer 4 | CWO4 | Chief Warrant Officer 4 | Capt | Captain |
| CW5 | Chief Warrant Officer 5 | CW05 | USN Chief Warrant Officer 5 | CWO5 | Chief Warrant Officer 5 | | |
| 2LT | Second Lieutenant | ENS | Ensign | 2ndLt | Second Lieutenant | Maj | Major |
| 1LT | First Lieutenant | LTJG | Lieutenant Junior Grade | 1stLt | First Lieutenant | | |
| CPT | Captain | LT | Lieutenant | Capt | Captain | Lt Col | Lieutenant Colonel |
| MAJ | Major | LCDR | Lieutenant Commander | Maj | Major | | |
| LTC | Lieutenant Colonel | | | LtCol | Lieutenant Colonel | Brig Gen | Brigadier General |
| COL | Colonel | CDR | Commander | Col | Colonel | Maj Gen | Major General |
| BG | Brigadier General | CAPT | Captain | | | Lt Gen | Lieutenant General |
| MG | Major General | RDML | Rear Admiral Lower Half | BGen | Brigadier General | | |
| LTG | Lieutenant General | VADM | Vice Admiral | MajGen | Major General | Gen | General (Air Force Chief of Staff) |
| GEN | General (Army Chief of Staff) | ADM | Admiral (Chief of Naval Operations) (Commander of the Coast Guard) | LtGen | Lieutenant General | GAF | General of the Air Force |
| | | | | Gen | General (Commandant of the Marine Corps) | | |

