



Dealer Program Overview US Daikin Retail Sales Person Spiff - Update

High Efficiency Product Retail Sales Person Spiff Program Dates: January 1 – March 31, 2020

Daikin is pleased to announce the extension of the Daikin High Efficiency Product Retail Sales Person Spiff for January 1 – March 31, 2020.

The Retail Sales Person Spiff Program will pay Retail Sales Personnel Spiffs on select high efficiency Daikin brand equipment purchased and installed from **January 1 – March 31, 2020**. The program will be administered by Incentive Solutions on our behalf. Program guidelines are outlined on page 2 of this announcement. Qualifying products and Spiff amounts are outlined below.

Qualifying Products and Spiff Amounts

High Efficiency Systems with Modulating Furnace <i>System must include outdoor unit & INDOOR UNIT LISTED BELOW</i>		High Efficiency Systems w/ Variable Speed Furnace or Air Handler <i>System must include outdoor unit & INDOOR UNIT LISTED BELOW</i>		Furnace Unit ONLY Spiffs**		Packaged Units		
Air Conditioners	Spiff (USD)	Air Conditioners	Spiff (USD)	Models	Spiffs (USD)	Models	Spiffs (USD)	
DX17VSS	\$250	DX17VSS	\$200	DM97MC	\$35	DP16GM	\$35	
DX20VC	\$200	DX20VC	\$150	DC97MC	\$35	DP16HH	\$35	
DX18TC	\$150	DX18TC	\$125	DM96MC	\$35	DP16HM	\$35	
DX16TC	\$125	DX16TC	\$75	DC96MC	\$35	DP15GM	\$35	
DX16SA	\$100	DX16SA	\$50	DM96VE	\$20	DP15HM	\$35	
				DC96VE	\$20	DP15CH	\$35	
				DM96VC	\$20	DP14DM	\$35	
				DC96VC	\$20			
Heat Pumps	Spiff (USD)	Heat Pumps	Spiff (USD)	DM80VC	\$20	VRV LIFE		
DZ17VSA	\$250	DZ17VSA	\$200	DD80VC	\$20	Models	Spiffs (USD)	
DZ20VC	\$200	DZ20VC	\$150	DM/DC80VE	\$20	RXSQ + 1 CXTQ or FX_Q	\$200	
DZ18TC, DZ18VC	\$150	DZ18TC, DZ18VC	\$125	DC80VC	\$20	RXSQ + 2 CXTQ or FX_Q	\$200 + \$25 = \$225	
DZ16TC	\$125	DZ16TC	\$75	DM80HE	\$20	RXSQ + # CXTQ + FX_Q	\$200 + \$25/Head (Capped @ \$300 Total)	
DZ16SA	\$100	DZ16SA	\$50					
Air Conditioner OR Heat Pump must match with one of the MODULATING Furnaces listed below		Air Conditioner OR Heat Pump must match with one of the Furnaces or Air Handlers listed below		**Cannot be combined with Systems Spiff		SKYAIR		
Furnaces		Furnaces	Air Handlers	Ductless	Models	Spiff (USD)	Models	Spiffs (USD)
Models		Models	Models	Aurora Multi	MXL	\$50	RZR30TAVJU, 36, 42 or 48+	\$100
DM97MC	DM96MC	DM96VC	DV--PVC	Multi	MXS	\$50	FTQ30TAVJUA/D, 36, 42 or 48	
DC97MC	DC96MC	DC96VC	DV--PTC	Aurora 1:1	QMJVU	\$30	RZQ30TAVJU, 36, 42 or 48+	\$100
		DM96VE	DV--PEC	1:1	LVJU	\$30	FTQ30TAVJUA/D, 36, 42 or 48	
		DC96VE	MBVC	1:1	RX--NMVJU	\$20		
		DM96HE	ASPT	1:1	RK--NMJVU	\$20		
		DM80VC	DV--FEC	Ductless systems must include 1 indoor unit for 1:1 systems and 2 or more indoor units for Multi systems				
		DD80VC						
		DM80HE						
				Purchases must be completed by March 31, 2020. Installations must be made by April 15, 2020.				
				All claims & supporting documents must be submitted no later than April 15, 2020.				



Dealer Program Overview

US Daikin Retail Sales Person Spiff - Update

Program Guidelines, Qualifications and Disclaimers

Program Guidelines

- Eligible equipment must be sold during program period of January 1 – March 31, 2020. Installations, claims and supporting documentation must be received by April 15, 2020.
- Late claims will be paid out at 50% of the Spiff amount per the Qualifying Product Matrix only for a short period after the initial deadline. Any late claims will be paid at Daikin's discretion.
- Only products listed in the Qualifying Product Matrix are eligible for the stated program Spiffs. All offers depend on product availability. No substitutions or exceptions allowed.
- Offer limited to one Spiff per piece of equipment and serial number.
- This promotion applies to residential replacement installations only. Commercial installations, residential new construction installations and self-sales do not apply.
- Equipment must be installed in the continental US only.

Retails Sales Person Enrollment

- Retail Sales Personnel must receive a Program Invitation Code from their distributor to register for the program. Retail Sales Personnel who do not receive a Program Invitation Code are not eligible.
- With the Program Invitation Code, Retail Sales Personnel are required to complete the registration process at www.SalesRewards.cash. At the time of registration, participants will be required to enter select personal information for tracking and tax purposes. Required information includes participant's legal name, address, DOB and social security number.
- Once a Retail Sales Person sets up an email and password, he/she will no longer need the Program Invitation Code to access the website.
- Program portal will be available January 2020.
- Participants who registered on www.SalesRewards.cash after October 1, 2015 do not need to re-register.

Spiff Claims & Payment Process

- Retail Sales Personnel will submit and may check their claim status at any time by visiting www.SalesRewards.cash and logging in with their email and password.
- All claims **must** be submitted online at www.SalesRewards.cash. No claims will be accepted by mail.
- Claims will be loaded to the debit card sent to the Retail Sales Person. Allow 1-2 weeks for claim processing and funds to be loaded to the card. After the first claim, allow 10-15 business days for the debit card to ship. Cards will not be sent to Retail Sales Personnel until the first claim is submitted.

Qualifications

- Retail Sales Personnel must receive a Program Invitation Code from their distributor to register for the program. Retail Sales Personnel who do not receive a Program Invitation Code are not eligible.
- Retail Sales Person claiming the Spiff must be employed at the dealership for the full month during which the spiff is claimed.

Terms and Conditions - Disclaimers

- US residents are subject to a 1099 miscellaneous income tax for Spiffs totaling \$600 USD or more annually.

Good Luck and Good Selling!



Dealer Program Overview Canada Daikin Retail Sales Person Spiff - Update

High Efficiency Product Retail Sales Person Spiff Program Dates: January 1 – March 31, 2020

Daikin is pleased to announce the extension of the Daikin High Efficiency Product Retail Sales Person Spiff for January 1 – March 31, 2020.

The Retail Sales Person Spiff Program will pay Retail Sales Personnel Spiffs on select high efficiency Daikin brand equipment purchased and installed from **January 1 – March 31, 2020**. The program will be administered by Incentive Solutions on our behalf. Program guidelines are outlined on page 2 of this announcement. Qualifying products and Spiff amounts are outlined below.

Qualifying Products and Spiff Amounts*

High Efficiency Systems w/ Modulating Furnace <i>System must include outdoor unit & INDOOR UNIT LISTED BELOW</i>		High Efficiency Systems w/ Variable Speed Furnace or Air Handler <i>System must include outdoor unit & INDOOR UNIT LISTED BELOW</i>		Furnace Unit ONLY Spiffs**		Packaged Units		
Air Conditioners	Spiff (CAD)	Air Conditioners	Spiff (CAD)	Models	Spiff (CAD)	Models	Spiff (CAD)	
DX17VSS	\$250	DX17VSS	\$200	DM97MC	\$35	DP16GM	\$35	
DX20VC	\$200	DX20VC	\$150	DC97MC	\$35	DP16HH	\$35	
DX18TC	\$150	DX18TC	\$125	DM96MC	\$35	DP16HM	\$35	
DX16TC	\$125	DX16TC	\$75	DC96MC	\$35	DP15GM	\$35	
DX16SA	\$100	DX16SA	\$50	DM96VE	\$20	DP15HM	\$35	
				DC96VE	\$20	DP15CH	\$35	
				DM96VC	\$20	DP14DM	\$35	
				DC96VC	\$20			
Heat Pumps	Spiff (CAD)	Heat Pumps	Spiff (CAD)	**Cannot be combined with Systems Spiff				
DZ17VSA	\$250	DZ17VSA	\$200					
DZ20VC	\$200	DZ20VC	\$150					
DZ18TC, DZ18VC	\$150	DZ18TC, DZ18VC	\$125					
DZ16TC	\$125	DZ16TC	\$75					
DZ16SA	\$100	DZ16SA	\$50					
<i>Air Conditioner OR Heat Pump must match with one of the MODULATING Furnaces listed below</i>		<i>Air Conditioner OR Heat Pump must match with one of the Furnaces or Air Handlers listed below</i>				VRV LIFE		
						Models	Spiff (CAD)	
						RXSQ + 1 CXTQ or FX_Q	\$200	
						RXSQ + 2 CXTQ or FX_Q	\$200 + \$25 = \$225	
						RXSQ + # CXTQ + FX_Q	\$200 + \$25/Head (Capped @ \$300 Total)	
						SKYAIR		
Furnaces		Furnaces	Air Handlers	Ductless	Models	Spiff (CAD)	Models	Spiffs (CAD)
Models		Models	Models	Aurora Multi	MXL	\$50	RZR30TAVJU, 36, 42 or 48+	\$100
DM97MC	DM96MC	DM96VC	DV--PVC	Multi	MXS	\$50	FTQ30TAVJUA/D, 36, 42 or 48	
DC97MC	DC96MC	DC96VC	DV--PTC	Aurora 1:1	QMJVU	\$30	RZQ30TAVJU, 36, 42 or 48+	\$100
		DM96VE	DV--PEC	1:1	LVJU	\$30	FTQ30TAVJUA/D, 36, 42 or 48	
		DC96VE	MBVC	1:1	RX--NMVJU	\$20		
		DM96HE	ASPT	1:1	RK--NMJVU	\$20		
			DV--FEC	<i>Ductless systems must include 1 indoor unit for 1:1 systems and 2 or more indoor units for Multi systems</i>				
				<i>Purchases must be completed by March 31, 2020. Installations must be made by April 15, 2020.</i>				
				<i>All claims & supporting documents must be submitted no later than April 15, 2020.</i>				



Dealer Program Overview

Canada Daikin Retail Sales Person Spiff - Update

Program Guidelines, Qualifications and Disclaimers

Program Guidelines

- Eligible equipment must be sold during program period of January 1 – March 31, 2020. Installations, claims and supporting documentation must be received by April 15, 2020.
- Late claims will be paid out at 50% of the Spiff amount per the Qualifying Product Matrix only for a short period after the initial deadline. Any late claims will be paid at Daikin's discretion.
- Only products listed in the Qualifying Product Matrix are eligible for the stated program Spiffs. All offers depend on product availability. No substitutions or exceptions allowed.
- Offer limited to one Spiff per piece of equipment and serial number.
- This promotion applies to residential replacement installations only. Commercial installations, residential new construction installations and self-sales do not apply.
- Equipment must be installed in Canada only.

Retails Sales Person Enrollment

- Retail Sales Personnel must receive a Program Invitation Code from their distributor to register for the program. Retail Sales Personnel who do not receive a Program Invitation Code are not eligible.
- With the Program Invitation Code, Retail Sales Personnel are required to complete the registration process at www.SalesRewards.cash. At the time of registration, participants will be required to enter select personal information for tracking and tax purposes. Required information includes participant's legal name, address, DOB and social security number.
- Once a Retail Sales Person sets up an email and password, he/she will no longer need the Program Invitation Code to access the website.
- Program portal will be available January 2020.
- Participants who registered on www.SalesRewards.cash after October 1, 2015 do not need to re-register.

Spiff Claims & Payment Process

- Retail Sales Personnel will submit and may check their claim status at any time by visiting www.SalesRewards.cash and logging in with their email and password.
- All claims **must** be submitted online at www.SalesRewards.cash. No claims will be accepted by mail.
- Claims will be loaded to the debit card sent to the Retail Sales Person. Allow 1-2 weeks for claim processing and funds to be loaded to the card. After the first claim, allow 10-15 business days for the debit card to ship. Cards will not be sent to Retail Sales Personnel until the first claim is submitted.

Qualifications

- Retail Sales Personnel must receive a Program Invitation Code from their distributor to register for the program. Retail Sales Personnel who do not receive a Program Invitation Code are not eligible.
- Retail Sales Person claiming the Spiff must be employed at the dealership for the full month during which the spiff is claimed.

Terms and Conditions - Disclaimers

- Canadian residents are subject to a T4 miscellaneous income tax for Spiffs totaling \$500 CAD or more annually

Good Luck and Good Selling!