



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



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.

Retail 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 Spiiffs 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 Spiiffs**		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
Heat Pumps	Spiff (CAD)	Heat Pumps	Spiff (CAD)	DC96VC	\$20	VRV LIFE	
DZ17VSA	\$250	DZ17VSA	\$200	**Cannot be combined with Systems Spiff		RXSQ + 1 CXTQ or FX_Q	\$200
DZ20VC	\$200	DZ20VC	\$150	**Cannot be combined with Systems Spiff		RXSQ + 2 CXTQ or FX_Q	\$200 + \$25 = \$225
DZ18TC, DZ18VC	\$150	DZ18TC, DZ18VC	\$125	**Cannot be combined with Systems Spiff		RXSQ + # CXTQ + FX_Q	\$200 + \$25/Head (Capped @ \$300 Total)
DZ16TC	\$125	DZ16TC	\$75	**Cannot be combined with Systems Spiff		SKYAIR	
DZ16SA	\$100	DZ16SA	\$50	**Cannot be combined with Systems Spiff		Models	Spiffs (CAD)
<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>		Aurora Multi	MXL	RZR30TAVJU, 36, 42 or 48+	\$100
Furnaces		Furnaces	Air Handlers	Ductless	Models	FTQ30TAVJUA/D, 36, 42 or 48	
Models		Models	Models	Multi	MXS	RZQ30TAVJU, 36, 42 or 48+	\$100
DM97MC	DM96MC	DM96VC	DV--PVC	Aurora 1:1	QMJVU	FTQ30TAVJUA/D, 36, 42 or 48	
DC97MC	DC96MC	DC96VC	DV--PTC	1:1	LVJU	RZR30TAVJU, 36, 42 or 48+	
		DM96VE	DV--PEC	1:1	\$30	FTQ30TAVJUA/D, 36, 42 or 48	
		DC96VE	MBVC	1:1	RX--NMJVU	Purchases must be completed by March 31, 2020. Installations must be made by April 15, 2020.	
		DM96HE	ASPT	1:1	RK--NMJVU	All claims & supporting documents must be submitted no later than April 15, 2020.	
			DV--FEC	<i>Ductless systems must include 1 indoor unit for 1:1 systems and 2 or more indoor units for Multi systems</i>			



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- Equipment must be installed in Canada only.

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- 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!