



# Dealer Program Overview

## US Daikin Retail Sales Person Spiff - Update

**High Efficiency Product Retail Sales Person Spiff Program Dates: April 1 – June 30, 2020**

Daikin is pleased to announce the extension of the Daikin High Efficiency Product Retail Sales Person Spiff for April 1 – June 30, 2020.

The Retail Sales Person Spiff Program will pay Retail Sales Personnel Spiffs on select high efficiency Daikin brand equipment purchased and installed from **April 1 – June 30, 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 <u>Systems</u> with Modulating Furnace <i>System must include outdoor unit &amp; INDOOR UNIT LISTED BELOW</i>		High Efficiency <u>Systems</u> w/ Variable Speed Furnace or Air Handler <i>System must include outdoor unit &amp; INDOOR UNIT LISTED BELOW</i>		Furnace Unit <u>ONLY</u> Spiffs <small>(Cannot be combined with Systems Spiff)</small>		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)			VRV LIFE					
DZ17VSA	\$250	DZ17VSA	\$200	DM96SE----U	\$20	Models	Spiffs (USD)				
DZ20VC	\$200	DZ20VC	\$150	DM80VC	\$20	RXSQ + 1 CXTQ or FX_Q	\$200				
DZ18TC, DZ18VC	\$150	DZ18TC, DZ18VC	\$125	DD80VC	\$20	RXSQ + 2 CXTQ or FX_Q	\$200 + \$25 = \$225				
DZ16TC	\$125	DZ16TC	\$75	DM/DC80VE	\$20	RXSQ + # CXTQ + FX_Q	\$200 + \$25/Head (Capped @ \$300 Total)				
DZ16SA	\$100	DZ16SA	\$50	DC80VC	\$20						
<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>		DM80HE	\$20						
				DM80SE----U	\$20						
Furnaces		Furnaces	Air Handlers	Ductless	Models	<b>DAIKIN HOME AIR MONITOR</b> <table border="1" style="width: 100%; border-collapse: collapse; margin-top: 5px;"> <thead> <tr> <th style="text-align: center;">Models</th> <th style="text-align: center;">Spiffs (USD)</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">DSEN-HAQA</td> <td style="text-align: right;">\$25</td> </tr> </tbody> </table>		Models	Spiffs (USD)	DSEN-HAQA	\$25
Models	Spiffs (USD)										
DSEN-HAQA	\$25										
Models	Models	Models	Models	Aurora Multi	MXL			\$50			
DM97MC	DM96MC	DM96VC	DV--PVC	Multi	MXS			\$50			
DC97MC	DC96MC	DC96VC	DV--PTC	Aurora 1:1	QMJVU			\$30			
		DM96VE	DV--PEC	1:1	LVJU			\$30			
		DC96VE	MBVC	1:1	RX--NMVJU			\$20			
		DM96HE	ASPT	1:1	RK--NMVJU			\$20			
		DM80VC	DV--FEC	<i>Ductless systems must include 1 indoor unit for 1:1 systems and 2 or more indoor units for Multi systems</i>							
		DD80VC									
		DM80HE									
<i>Purchases must be completed by June 30, 2020. Installations must be made by July 15, 2020. All claims &amp; supporting documents must be submitted no later than July 15, 2020.</i>											



## 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 April 1 – June 30, 2020. Installations, claims and supporting documentation must be received by July 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](http://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 April 2020.
- Participants who registered on [www.SalesRewards.cash](http://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](http://www.SalesRewards.cash) and logging in with their email and password.
- All claims **must** be submitted online at [www.SalesRewards.cash](http://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

### Program Guidelines, Qualifications and Disclaimers

#### Program Guidelines

- Eligible equipment must be sold during program period of April 1 – June 30, 2020. Installations, claims and supporting documentation must be received by July 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](http://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 April 2020.
- Participants who registered on [www.SalesRewards.cash](http://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](http://www.SalesRewards.cash) and logging in with their email and password.
- All claims **must** be submitted online at [www.SalesRewards.cash](http://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!**