



Dealer Program Overview

US Daikin Retail Salesperson Spiff - Update

High Efficiency Product Retail Salesperson Spiff Program Dates: October 1 – December 31, 2020

Daikin is pleased to announce the extension of the Daikin High Efficiency Product Retail Salesperson Spiff for October 1 – December 31, 2020.

The Retail Salesperson Spiff Program will pay Retail Sales Personnel Spiffs on select high efficiency Daikin brand equipment purchased from ***October 1 – December 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 <u>Systems</u> with Modulating Furnace <i>System must include outdoor unit & INDOOR UNIT LISTED BELOW</i>		High Efficiency <u>Systems</u> w/ Variable Speed Furnace or Air Handler <i>System must include outdoor unit & INDOOR UNIT LISTED BELOW</i>		Furnace Unit ONLY 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	\$250	DM97MC	\$35	DP16GM	\$35
DX20VC	\$125	DX20VC	\$125	DC97MC	\$35	DP16HH	\$35
DX18TC	\$100	DX18TC	\$100	DM96MC	\$35	DP16HM	\$35
DX16TC	\$75	DX16TC	\$75	DC96MC	\$35	DP15GM	\$35
				DM96VE	\$20	DP15HM	\$35
				DC96VE	\$20	DP15CH	\$35
				DM96VC	\$20	DP14DM	\$35
				DC96VC	\$20		
				DM96SE----U	\$20		
				DM80VC	\$20		
				DD80VC	\$20		
				DM/DC80VE	\$20		
				DC80VC	\$20		
				DM80HE	\$20		
				DM80SE----U	\$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>					
Furnaces		Furnaces	Air Handlers	Ductless	Models	Spiff (USD)	SKYAIR - Effective Nov 16, 2020
Models		Models	Models	Aurora Multi	MXL	\$50	Models
DM97MC	DM96MC	DM96VC	DV--PVC	Multi	MXS	\$50	RZR30TAVJU, 36, 42 or 48+
DC97MC	DC96MC	DC96VC	DV--PTC	Aurora 1:1	QMJVU	\$30	FTQ30TAVJUA/D, 36, 42 or 48
		DM96VE	DV--PEC	1:1	LVJU	\$30	RZQ30TAVJU, 36, 42 or 48+
		DC96VE	MBVC	1:1	RX--NMJVU	\$20	FTQ30TAVJUA/D, 36, 42 or 48
		DM96HE	ASPT	1:1	RK--NMJVU	\$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>			DAIKIN HOME AIR MONITOR
		DD80VC					Models
		DM80HE					Spiffs (USD)
							DSEN-HAQA
							\$25
<i>Purchases must be completed by December 31, 2020. Installations must be made by January 15, 2021. All claims & supporting documents must be submitted no later than January 15, 2021.</i>							



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Program Guidelines, Qualifications and Disclaimers

Program Guidelines

- Eligible equipment must be sold during program period of October 1 – December 31, 2020. Installations, claims and supporting documentation must be received by January 15, 2021.
- 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 Salesperson sets up an email and password, he/she will no longer need the Program Invitation Code to access the website.
- 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 Salesperson. 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 Salesperson 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!