

# DAIKIN ELITE DEVELOPMENT PROGRAM



TRY IT FOR 30 DAYS FREE! PLUS ONE FREE ATTENDANCE TO A DAIKIN ELITE WORKSHOP!

Enroll now to unlock the ultimate training platform for business leaders and their employees and gain access to profit-driving financing programs to help you take your business to the next level.



## DAIKIN WORKSHOPS

2-3-DAY IN-PERSON & VIRTUAL EDUCATIONAL CLASSES

Workshops designed around Daikin's innovative lineup focus on: Leadership, Retail Sales Excellence, Business and Financial Planning, Technician Selling, Branding, Marketing and Lead Generation, and more.

*\*TRY ONE FOR FREE WHEN YOU SIGN-UP FOR YOUR 30-DAY TRIAL!*



## EGIA WORKSHOPS

EGIA CONTRACTOR UNIVERSITY 1-3-DAY IN-PERSON & VIRTUAL EDUCATIONAL CLASSES

EGIA workshops, non-Daikin specific, focus on the 12+ core areas of curriculum provided through EGIA Contractor University. These include In-Home Sales, Pricing, Operations, CSR Excellence, KPI's, Financial Structure and more.



## ONLINE CLASSES

THROUGH LMS LEARNING CENTER

Go at your own pace and available 24/7, online classes focus on the fundamental areas of running a contracting business. Classes are available on Sales, Financial Structure, Pricing, Marketing, Operations, Customer Service, Service Agreements, Leadership and more.



## ONLINE LIBRARY

BEST BUSINESS PRACTICES RESOURCE MATERIALS

Contracting Best Practices Online Library allows Daikin Elite Dealers to take an even deeper dive and expand their knowledge, beyond what is covered in the online classes, to achieve total mastery of all the critical areas for running a contracting business.



## DAIKIN BEST PRACTICES OPERATING GUIDE & PRODUCT TRAINING VIDEOS

Daikin-specific best practices for running all aspects of a successful and profitable premium HVAC business, while creating the ultimate comfort experience for your customers. Dozens of streaming high-definition videos supplement written operating guide.



## EPIC & LEAD CONFERENCES MARQUEE ANNUAL EVENTS

EPIC, held annually in the fall, is the contracting industry's leading national in-person educational event covering a broad range of topics. LEAD, held in spring, is the premier virtual destination for contractors who want to grow their leadership skills.



## CRACKING THE CODE WEEKLY COACHING SHOW

Every week, a new 20-30-minute episode is released featuring EGIA Contractor University's industry-acclaimed faculty. The series offers weekly coaching and updates on important topics related to running a successful contracting business, mixing time-tested strategies and emerging best practices being used by the world's top contractors.



## UNFILTERED: RIFFING ABOUT CONTRACTING WEB SERIES

This groundbreaking new web series takes you behind the scenes with renowned industry experts as they open up about their experiences and offers never-before-seen access into the true tricks of the trade and blueprints to profitability and prosperity.

**\*SEE REVERSE SIDE FOR EXCLUSIVE FINANCING REBATE PROGRAMS\***

FOR MORE INFORMATION AND TO START YOUR 30 DAY FREE TRIAL, VISIT [WWW.DAIKINELITE.COM](http://WWW.DAIKINELITE.COM) OR CONTACT **JEREMY CHANDLER** AT **916-759-0515** OR [JCHANDLER@EGIA.ORG](mailto:JCHANDLER@EGIA.ORG)

When signing up for a free trial, you will only have access to the online training programs and one free Daikin Workshop. To access financing rebates and additional in-person trainings, you can choose to start payments immediately. The Daikin Elite Development Program is a service of EGIA for Daikin COMFORT PRO™ and VRV DESIGN PRO™ contractors. Please contact EGIA for membership and training information for the Daikin Elite Development Program.

DAIKIN FINANCING BUY-DOWN PROMOTIONS CAN HELP OFFSET DEALER FEES SO YOU CAN OFFER BETTER LOAN PROMOS TO YOUR CUSTOMERS.

## DAIKIN ELITE BUYDOWNS YEAR ROUND AVAILABLE THROUGH ANY EGIA LENDER ANY LOAN PROMOTION

DAIKIN ELITE DEVELOPMENT MEMBERS*		DAIKIN ELITE DEVELOPMENT MEMBERS*		DAIKIN ELITE DEVELOPMENT MEMBERS*	
<b>DAIKIN FIT, &amp; VRV LIFE</b>	<b>DAIKIN CONTRIBUTION</b> <b>8%</b>	<b>18 &amp; 20 SEER INVERTER UNITARY, &amp; SKYAIR</b>	<b>DAIKIN CONTRIBUTION</b> <b>5%</b>	<b>16 SEER SINGLE STAGE &amp; HIGHER EFFICIENCY NON-INVERTER UNITARY, 20+ SEER DUCTLESS, MULTIZONE MODULATING FURNACE</b>	<b>DAIKIN CONTRIBUTION</b> <b>4%</b>
ANY EGIA LENDER RATE SHEET ITEM WITH A DEALER FEE		ANY EGIA LENDER RATE SHEET ITEM WITH A DEALER FEE		ANY EGIA LENDER RATE SHEET ITEM WITH A DEALER FEE	
Complete system not required. Purchase of a compatible Daikin system controller is required. Max rebate amount is capped at a \$25K max sale amount per system on Inverter Unitary, Residential VRV, and Daikin FIT products. In order to receive rebate, dealer must submit claim, including invoice/contract and loan funding statement at: <a href="http://www.egia.org/daikin">www.egia.org/daikin</a> .		Complete system not required. A Daikin thermostat not required. Max rebate amount is capped at a \$25K max sale amount per system on Inverter Unitary, and SkyAir products. In order to receive rebate, dealer must submit claim, including invoice/contract and loan funding statement at: <a href="http://www.egia.org/daikin">www.egia.org/daikin</a> .		Complete system not required. A Daikin thermostat is not required. Max rebate amount is capped at a \$15K max sale amount per system on 16+SEER Non Inverter Unitary, Multizone Modulating Furnace, and Ductless products. In order to receive rebate, dealer must submit claim, including invoice/contract and loan funding statement at: <a href="http://www.egia.org/daikin">www.egia.org/daikin</a> .	

STANDARD DCP (NON-ELITE) PROGRAM: 3% ON 16 SEER TWO STAGE AND HIGHER EFFICIENCY UNITARY

## TIERED SALES METHOD USING EGIA FINANCING

By using different financing plans you can show the customer that owning the highest end equipment can be more affordable than the entry level product. The customer is incented by a more attractive, lower interest rate loan, plus higher efficiency, better comfort, and more energy savings! Use the Daikin Efficiency Advisor at [www.daikincomfort.com/energycalculator](http://www.daikincomfort.com/energycalculator) to show your customer their specific energy savings tailored to their home and lifestyle.

BEST	BETTER	GOOD	BASE
<b>DAIKIN VRV LIFE</b> 12 Year 4.99%	<b>DAIKIN FIT</b> 12 Year 6.99%	<b>16 SEER</b> 7 Year 6.99%	<b>14 SEER</b> 5 Year 9.99%
<b>\$17,000</b>	<b>\$13,000</b>	<b>\$10,500</b>	<b>\$7,500</b>
<b>\$156</b> Per Month 12 year 4.99% OR 24 months SAC	<b>\$133</b> Per Month 12 year 6.99% OR 18 months SAC	<b>\$158</b> Per Month 7 year 6.99% OR 12 months SAC	<b>\$159</b> Per Month 5 year 9.99% "no dealer fee loan" OR 6 months SAC
Energy Savings vs Traditional 10 SEER <b>Up To \$90!</b>	Energy Savings vs Traditional 10 SEER <b>Up To \$80!</b>	Energy Savings vs Traditional 10 SEER <b>Up To \$60!</b>	Energy Savings vs Traditional 10 SEER <b>Up To \$30!</b>
Net Monthly Investment After Energy Savings <b>\$66</b>	Net Monthly Investment After Energy Savings <b>\$53</b>	Net Monthly Investment After Energy Savings <b>\$98</b>	Net Monthly Investment After Energy Savings <b>\$129</b>

TO SIGN UP FOR FINANCING ONLY VISIT [WWW.EGIA.ORG/DAIKIN](http://WWW.EGIA.ORG/DAIKIN).

TO SIGN UP, VIEW THE LIVE WORKSHOP TRAINING CALENDAR, WATCH UNLOCKED DEMOS AND VIDEOS OF ONLINE COURSE MATERIAL, AND SEE ADDITIONAL BENEFITS VISIT [WWW.EGIA.ORG/DAIKINELITE](http://WWW.EGIA.ORG/DAIKINELITE) OR CONTACT JEREMY CHANDLER AT 916-759-0515 OR [JCHANDLER@EGIA.ORG](mailto:JCHANDLER@EGIA.ORG)

\* Daikin Elite Development Members Only - Special Daikin Contribution available for Elite Development Program participants, year round qualified models. any EGIA Lender, any plan with a dealer fee.

\*\* DCP Year Round Standard Program Qualified Models, any EGIA Lender, any plan with a dealer fee.