

Dealer Program Overview Canada Daikin Retail Salesperson Spiff - Update

High Efficiency Product Retail Salesperson Spiff Program Dates: April 1 – June 30, 2021

Daikin is pleased to announce the extension of the Daikin High Efficiency Product Retail Salesperson Spiff for April 1 – June 30, 2021.

The Retail Salesperson Spiff Program will pay Retail Sales Personnel Spiffs on select high efficiency Daikin brand equipment purchased from <u>April 1 – June 30, 2021</u>. 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 System must include outdoor unit & INDOOR UNIT LISTED BELOW		High Efficiency Systems w/ Variable Speed Furnace or Air Handler System must include outdoor unit & INDOOR UNIT LISTED BELOW		Furnace Unit ONLY Spiffs**			Packaged Units	
Air Conditioners	Spiff (CAD)	Air Conditioners	Spiff (CAD)	Models	Spiff (CAD)		Models	Spiff (CAD)
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
DX16SA	\$50	DX16SA	\$50	DM96VE	\$20		DP15HM	\$35
				DC96VE	\$20		DP15CH	\$35
Heat Pumps	Spiff (CAD)	Heat Pumps	Spiff (CAD)	DM96VC	\$20		DP14DM	\$35
DZ17VSA	\$250	DZ17VSA	\$250	DC96VC	\$20			
DZ20VC	\$125	DZ20VC	\$125	**Cannot by combined with Systems Spiff			VRV LIFE	
DZ18TC, DZ18VC	\$100	DZ18TC, DZ18VC	\$100				Models	Spiff (CAD)
DZ16TC	\$75	DZ16TC	\$75			•	RXSQ + 1 CXTQ or FX_Q	\$200
DX16SA	\$50	DX16SA	\$50				RXSQ + 2 CXTQ or FX_Q	\$200 + \$25 = \$225
Air Conditioner OR Heat Pump must match with one of the MODULATING		Air Conditioner OR Heat Pump must match with one of the Furnaces or Air				RXSQ + # CXTQ + FX_Q	\$200 + \$25/Head (Capped @ \$300 Total)	
Furnaces listed below		Handlers lis	ted below					
Furnaces		Furnaces	Air Handlers	Ductless	Models	Spiff (CAD)	SKYAIR - Effective June 1, 2021	
Models		Models	Models	Aurora Multi	MXL	\$50	Models	Spiffs (CAD)
DM97MC	DM96MC	DM96VC	DVPVC	Multi	MXS	\$50	RZR30TAVJU, 36, 42 or 48+	\$100
DC97MC	DC96MC	DC96VC	DVPTC	Aurora 1:1	QMJVU	\$30	FTQ30TAVJUA/D, 36, 42 or 48	\$100
		DM96VE	DVPEC	1:1	LVJU	\$30	RZQ30TAVJU, 36, 42 or 48+	\$100
		DC96VE	MBVC	1:1	RXNMVJU	\$20	FTQ30TAVJUA/D, 36, 42 or 48	\$100
		DM96HE	ASPT	1:1	RKNMJVU	\$20		
			DVFEC	Ductless systems must include 1 indoor unit		DAIKIN HOME AIR MONITOR		
				for 1:1 systems and 2 or more indoor units			Models	Spiffs (CAD)
				for Multi systems			DSEN-HAQA	\$25
					Purchases must be completed by June 30, 2021. Installations must be made by July 15, 2021. All claims & supporting documents must be submitted no later than July 15, 2021.			



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Program Guidelines, Qualifications and Disclaimers

Program Guidelines

- Eligible equipment must be sold during program period of April 1 June 30, 2021. Installations, claims and supporting documentation must be received by July 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 Canada only.

Retails Salesperson 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 <u>www.SalesRewards.cash</u> and logging in with their email and password.
- All claims <u>must</u> be submitted online at <u>www.SalesRewards.cash</u>. 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

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

Good Luck and Good Selling!