



Dealer Program Overview

Canada Daikin Retail Salesperson Spiff - Update

High Efficiency Product Retail Salesperson Spiff Program Dates: October 1 – December 31, 2021

Daikin is pleased to announce the extension of the Daikin High Efficiency Product Retail Salesperson Spiff for October 1 – December 31, 2021.

The Retail Salesperson Spiff Program will pay Retail Sales Personnel Spiffs on select high efficiency Daikin brand equipment purchased from **October 1 – December 31, 2021**. 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 Spiffs**		Packaged Units					
Air Conditioners	Spiff (CAD)	Air Conditioners	Spiff (CAD)	Models	Spiff (CAD)	Models	Spiff (CAD)				
DX17VSS w/DCCP*	\$250	DX17VSS w/DCCP*	\$250	DM97MC	\$35	DP16GM	\$35				
DX17VSS	\$200	DX17VSS	\$200	DC97MC	\$35	DP16HH	\$35				
DX17VSS OU Only	\$100	DX17VSS OU Only	\$100	DM96MC	\$35	DP16HM	\$35				
DX20VC	\$125	DX20VC	\$125	DC96MC	\$35	DP15GM	\$35				
DX18TC	\$100	DX18TC	\$100	DM96VE	\$20	DP15HM	\$35				
DX16TC	\$75	DX16TC	\$75	DC96VE	\$20	DP15CH	\$35				
DX16SA	\$50	DX16SA	\$50	DM96VE	\$20	DP14DM	\$35				
				DC96VC	\$20						
Heat Pumps	Spiff (CAD)	Heat Pumps	Spiff (CAD)	**Cannot be combined with Systems Spiff							
DZ17VSA w/DCCP*	\$250	DZ17VSA w/DCCP*	\$250								
DZ17VSA	\$200	DZ17VSA	\$200								
DZ17VSA OU Only	\$100	DZ17VSA OU Only	\$100								
DZ20VC	\$125	DZ20VC	\$125								
DZ18TC, DZ18VC	\$100	DZ18TC, DZ18VC	\$100								
DZ16TC	\$75	DZ16TC	\$75								
DX16SA	\$50	DX16SA	\$50								
Daikin Cloud Services				SKYAIR - Residential Use ONLY							
				Plans	Spiffs (CAD)	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>		<i>Daikin Cloud Services plans must also include the eligible product model & serial number to qualify</i>					
								CSAC12T-T	\$25	RZR18TAVJU(A) & 24	\$100
								CSAC12S-T		RZR30TAVJU(A), 36, 42 & 48	\$200
								CSHP12T-T		RZQ18TAVJU(A) & 24	\$100
CSHP12S-T	RZQ30TAVJU(A), 36, 42 & 48	\$200									
Furnaces		Furnaces		Air Handlers		DAIKIN HOME AIR MONITOR					
Models		Models	Models	Ductless	Models	Spiff (CAD)	Models	Spiffs (CAD)			
DM97MC	DM96MC	DM96VC	DV--PVC	Aurora Multi	MXL	\$50	DSEN-HAQA	\$25			
DC97MC	DC96MC	DC96VC	DV--PTC	Multi	MXS	\$50					
		DM96VE	DV--PEC	Aurora 1:1	QMJVU	\$30					
		DC96VE	MBVC	1:1	LVJU	\$30					
		DM96HE	ASPT	1:1	RX--NM/AXVJU	\$20					
			DV--FEC	1:1	RK--NM/AXVJU	\$20					
<i>Ductless systems must include 1 indoor unit for 1:1 systems and 2 or more indoor units for Multi systems</i>											
<i>Purchases must be completed by December 31, 2021. Installations must be made by January 15, 2022. All claims & supporting documents must be submitted no later than January 15, 2022.</i>											



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Program Guidelines, Qualifications and Disclaimers

Program Guidelines

- Eligible equipment must be sold during the designated program period. Installations, claims and supporting documentation must be received by January 15, 2022.
- 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 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

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

Good Luck and Good Selling!