



## Dealer Program Overview Canada Daikin Retail Salesperson Spiff - Update

**High Efficiency Product Retail Salesperson Spiff Program Dates: April 1 – June 30, 2023**

The Retail Salesperson Spiff Program will pay Retail Salesperson Spiffs on select high efficiency Daikin brand equipment purchased during the Program Dates. 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		Furnace Unit ONLY Spiffs <small>(Cannot be combined with Systems Spiff)</small>		Packaged Units		
Air Conditioners	Spiff (CAD)	Models	Spiff (CAD)	Models	Spiff (CAD)	
DX17VSS, DX6VSS, DX6VSA	\$250	DC97MC	\$35	DP16GM	\$35	
DX20VC, DX9VCA	\$125	DM97MC	\$35	DP16HH	\$35	
DX18TC, DX7TCA	\$100	DC96VC	\$20	DP16HM	\$35	
DX16TC	\$75	DC96VE	\$20	DP15CH	\$35	
DX16SA, DX5SEA, DP5HM	\$50	DM96SE	\$20	DP14DM	\$35	
		DM96SN	\$20	DP5HM	\$35	
		DM96TN	\$20			
		DM96VC	\$20			
Heat Pumps	Spiff (CAD)	DM96VE	\$20	VRV LIFE		
DZ17VSA, DZ6VSA	\$250	DC96TN	\$20	Models	Spiff (CAD)	
DZ20VC, DZ9VCA	\$125	DC96SE	\$20	RXSQ + 1 CXTQ or FX_Q	\$200	
DZ18TC, DZ18VC, DZ7TCA	\$100	DC96SN	\$20	RXSQ + 2 CXTQ or FX_Q	\$200 + \$25 = \$225	
DZ16TC	\$75			RXSQ + # CXTQ + FX_Q	\$200 + \$25/Head <small>(Capped @ \$300 Total)</small>	
DZ16SA, DZ5SEA	\$50					
Daikin FIT & Daikin Cloud Services Bundle		Daikin Cloud Services		SKYAIR - Residential Use ONLY		
Models	Spiffs (CAD)	Plans	Spiffs (CAD)	Models	Spiffs (CAD)	
All Daikin FIT Models All DCS Plans	\$400	DOCSACHP-LT DOCSACHP-1 DOCS-1FREE	\$50	RZR18TAVJU(A) & 24	\$100	
Daikin FIT & Daikin Cloud Services must be sold/activated on same sale to receive the bundle spiff		Daikin Cloud Services plans must also include the eligible product model & serial number to qualify		RZR30TAVJU(A), 36, 42 & 48	\$200	
				RZQ18TAVJU(A) & 24	\$100	
				RZQ30TAVJU(A), 36, 42 & 48	\$200	
		Ductless	Models	Spiff (CAD)	DAIKIN HOME AIR MONITOR	
		CIRRA	2MX18AXVJU	\$50	Models	Spiffs (CAD)
		19 Series	RX--NM/AXVJU	\$30	DSEN-HAQA	\$25
		19 Series	RK--NM/AXVJU	\$30		

### Distributor Opt-In/Opt-Out

Independent Distributors are responsible for funding 25% of the amount of each Retail Salesperson spiff paid under the program. By opting into the program, Independent Distributors understand they will be billed by Daikin Comfort Technologies North America, Inc for 25% of each spiff paid to their enrolled dealer(s) Retail Salesperson under this program.



# Dealer Program Overview

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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 July 15, 2023.
- 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 & Claims Payment Process

- Retail Salespersons are required to complete the registration process at [www.SalesRewards.ca](http://www.SalesRewards.ca). At the time of registration, participants will be required to enter select personal information for tracking and tax purposes.
- Retail Salespersons will submit and may check their claim status at any time by visiting [www.SalesRewards.ca](http://www.SalesRewards.ca).
- All claims **must** be submitted online at [www.SalesRewards.ca](http://www.SalesRewards.ca). No claims will be accepted by mail.
- Claims will be loaded to the debit card sent to the Retail Salesperson. Cards will not be sent to Retail Salesperson until the first claim is submitted.
- 360insights Customer Service can be contacted via email ([DaikinRewardsCA@email-360insights.com](mailto:DaikinRewardsCA@email-360insights.com)) or by phone support (1-855-801-5827).
- Daikin Sales Support can be contacted via email at [Sales.Support@daikincomfort.com](mailto:Sales.Support@daikincomfort.com)

#### Qualifications

- 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

- Offer limited to one spiff per piece of equipment and serial number.
- Spiffs are applicable to multiple units on a single-family dwelling in Canada only.
- This promotion applies to residential replacement installations only. Commercial installations, residential new construction installations, multi-family installations and self-sales do not apply.
- Products sold through a National Retailer program do not qualify for this program.
- Canadian residents are subject to a T4 miscellaneous income tax for Spiffs totaling \$500 CAD or more annually

**Good Luck and Good Selling!**