

Dealer Program Overview

US Daikin Retail Salesperson Spiff - Update

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

Program Overview

The Retail Salesperson Spiff Program will pay Retail Sales Personnel Spiffs on select high efficiency Daikin brand equipment purchased during the Program Dates. The program will be administered by 360insights 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>		Furnace Unit ONLY Spiffs (Cannot be combined with Systems Spiff)			Packaged Units									
Air Conditioners	Spiff (USD)	Models	Spiffs (USD)		Models	Spiffs (USD)								
DX17VSS, DX6VSS, DX6VSA	\$250	DC97MC	\$35		DP16GM	\$35								
DX20VC, DX9VCA	\$125	DM97MC	\$35		DP16HH	\$35								
DX18TC, DX7TCA	\$100	DC80SE	\$20		DP16HM	\$35								
DX16TC	\$75	DC80SN	\$20		DP15CH	\$35								
DX16SA, DX5SEA	\$50	DC80VC	\$20		DP14DM	\$35								
		DC80VE	\$20		VRV LIFE <table><tr><td>Models</td><td>Spiffs (USD)</td></tr><tr><td>RXSQ + 1 CXTQ or FX_Q</td><td>\$200</td></tr><tr><td>RXSQ + 2 CXTQ or FX_Q</td><td>\$200 + \$25 = \$225</td></tr><tr><td>RXSQ + # CXTQ + FX_Q</td><td>\$200 + \$25/Head (Capped @ \$300 Total)</td></tr></table>		Models	Spiffs (USD)	RXSQ + 1 CXTQ or FX_Q	\$200	RXSQ + 2 CXTQ or FX_Q	\$200 + \$25 = \$225	RXSQ + # CXTQ + FX_Q	\$200 + \$25/Head (Capped @ \$300 Total)
		Models	Spiffs (USD)											
		RXSQ + 1 CXTQ or FX_Q	\$200											
		RXSQ + 2 CXTQ or FX_Q	\$200 + \$25 = \$225											
		RXSQ + # CXTQ + FX_Q	\$200 + \$25/Head (Capped @ \$300 Total)											
		DC96SE	\$20											
DC96SN	\$20													
DC96TN	\$20													
DC96VC	\$20													
DC96VE	\$20													
Heat Pumps	Spiff (USD)	DM80SC	\$20											
DZ17VSA, DZ6VSA	\$250	DM80SE	\$20											
		DM80SN	\$20											
DZ20VC, DZ9VCA	\$125	DM80VC	\$20											
DZ18TC, DZ18VC, DZ7TCA	\$100	DM80VE	\$20											
DZ16TC	\$75	DM96SE	\$20											
DZ16SA, DZ5SEA	\$50	DM96SN	\$20											
		DM96TN	\$20											
		DM96VC	\$20											
		DM96VE	\$20											
Daikin FIT & Daikin Cloud Services Bundle		Daikin Cloud Services (DCS)		SKYAIR - Residential Use ONLY										
Models	Spiffs (USD)	Plans	Spiffs (USD)	Models	Spiffs (USD)									
All Daikin FIT Models	\$400	DOCSACHP-LT	\$50	RZR18TAVJU(A) & 24	\$100									
All DCS Plans		DOCSACHP-1		RZR30TAVJU(A), 36, 42 & 48	\$200									
Daikin FIT & Daikin Cloud Services must be sold/activated on same sale to receive the bundle spiff		DOCS-1FREE	Daikin Cloud Services plans must also include the eligible product model & serial number to qualify	RZQ18TAVJU(A) & 24	\$100									
				RZQ30TAVJU(A), 36, 42 & 48	\$200									
		Ductless	Models	Spiff (USD)	DAIKIN HOME AIR MONITOR									
		CIRRA	2MX18AXVJU	\$50	Models	Spiffs (USD)								
		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.



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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 the continental US only.

Retails Salesperson Enrollment & Claims Payment Process

- Retail Salespersons 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.
- Retail Salespersons will submit and may check their claim status at any time by visiting www.SalesRewards.cash.
- 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. Cards will not be sent to Retail Salesperson until the first claim is submitted.
- 360insights Customer Service can be contacted via email (DaikinRewards@email-360insights.com) or by phone support (1-855-801-5827).
- Daikin Sales Support can be contacted via email at 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 the continental U.S. 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.
- US residents are subject to a 1099 miscellaneous income tax for Spiffs totaling \$600 USD or more annually.

Good Luck and Good Selling!