



Daikin *Fit* "Dealer's Choice" Promotion

In addition to our Industry Leading Daikin *Fit* Promotional offerings, Daikin Comfort Technologies will offer an enhanced *Fit* Promotion that will allow Daikin Comfort Pros a choice of an additional Promotional Opportunity during the promotional period! That's right! One additional option that the Dealer can help them to close even more Daikin *Fit* jobs at the kitchen table!

DCP PROMOTIONS: EXTENDED THRU SEPTEMBER 30, 2023

» Daikin *Fit* "Dealer's Choice" Promotion - For *Fit* sales from September 30, 2023, all DCPs will continue to have the *Fit* Instant Rebate, Buy Down Rebate & Dealer Spiff available. The offers for these promotions are as follows:

A. *Fit* Instant Rebates: US - \$1,100 & Canada \$1,300 **OR...**

B. *Fit* Buy Down Rebates: 5% Standard DCP rate (up from 3%) & 8% for Daikin Elite Members

C. *Fit* Dealer Spiff: \$400 for *Fit* bundled w/Daikin *One Cloud Services*

» DCPs will have the opportunity to choose an additional promotion between the following offers:

OPTION 1: *Fit* ESA Reimbursement*: AC - \$550; HP - \$625, **OR...**

OPTION 2: Upgrade to *Fit* Reimbursement**: \$550

A "Special Program" has been setup in PAP for Distributor Reps/Daikin TSMs to register DCPs their promotion choice. The Dealer's Choice selection cannot be changed during the program period.

In summary, once choosing the additional promotion, DCPs will be able to utilize 3 of the options on the same Daikin *Fit* sale: Instant Rebate OR Financing Buy Down Rebate (not both), Dealer Spiff and either the ESA or Upgrade Reimbursement option.

* Must include a *Fit* system sale. Only applicable qualifying 12 year non-refundable, labor only Extended Service Agreements (ESA) through our Asure program. ESA Reimbursements will be made for eligible activity January 1- March 31, 2023, April 1 - June 30, 2023 and again for July 1 - September 30, 2023.

**Update to *Fit* reimbursements will be processed through the EGIA rebate portal in the same manner as consumer instant rebates.

Program period will run September 30, 2023.

Existing & New DCPs can still sign up and participate.

US rebates and spiffs paid in USD.

Canada rebates and spiffs paid in CAD.



To qualify for the additional Daikin *Fit* promotion, dealers must have an approved DCP loyalty registration in the PAP system. To participate in the the Daikin *Fit* Dealer's Choice promotion, dealers must be registered by their Distributor Rep/Daikin TSM via the "Special Program" form in PAP with one of the following "Program Tags" selected.

For any PAP related questions, please contact PAPSupport@daikincomfort.com

» FIT-ESA

» FIT-UPGRADE

INSTRUCTIONS:

When completing the "Special Program" form, select the dealers promotion option of choice in the "Program Tag" field.

The screenshot shows a form with the following fields and sections:

- Distributor ID:**
- Distributor Name:**
- User Name:**
- Dealer Information**
 - Dealer:** A dropdown menu with "Enter Dealer" and an "Add & Edit Dealers" button.
 - Program Tag:** A dropdown menu with "Select" and a help icon. The options "FIT-ESA" and "FIT-UPGRADE" are visible and circled in red. A red arrow points to this field.
 - Start Date:** A date input field.
 - End Date:** A date input field with a note "Please select end date."
- Estimated Annual Sales:**
- Program Information:**

Dealers approved for the DCP program will display a validation notice and the program dates will auto-populate.

The screenshot shows the form with the following details:

- Program Tag:** A dropdown menu with "FIT-ESA" selected and a help icon. A red arrow points to the dropdown.
- Validation Notice:** "DCP registration on file. Form # 21121550020136969 Approved Date 12/13/2021 3:27:42 PM"
- Start Date:** A date input field with "1/1/2023" entered.
- End Date:** A date input field with "6/30/2023" entered.

Dealers not participating in the DCP program will display the following notice.

The notice is displayed in a dark grey box with white text:

Dealer must have an approved DCP registration on file to participate in the Daikin FIT Promotion.

Ok



Our continuing commitment to quality products may mean a change in specifications without notice.

© 2023 **DAIKIN COMFORT TECHNOLOGIES NORTH AMERICA, INC.** · Houston, Texas · USA · www.daikincomfort.com or www.daikinac.com