



GAW Conversion and Sell-through Program Guide



Program Dates: 07/01/2018 – 09/30/2018
Program Title: GAW Incentive Outline (Group 2)

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Our GAW R-407C systems create unquestionable sales opportunities for our channel partners and independent contractor networks. They are cost competitive, environmentally sound, feature trusted quality and pairs with a number of R-407C model coils. To incent our channel partner to bring on the product and help with sell-through, we developed this targeted program in specific regions.

Distributor Volume Discount

If you order a minimum of 100 GAW units, you will be eligible for a \$100 discount per unit plus a \$50/unit incentive for your sales representatives.

How to Participate

Distributor Volume Discount

- Place an order for 100+ units of GAW R407-C equipment by July 15th and take delivery by July 31st. "R-407C Promo" must be added in the header notes
- SAP accounts will automatically be flagged for eligibility and representative-level program will activate
- \$100 pricing discount per unit will automatically apply upon hitting volume threshold

Key Details

Distributor Volume Discount

- 100 unit minimum in order to participate
- Orders must be placed by July 15th and delivery taken by July 31st
- Orders placed under this promotion must have "R-407C Promo" in the header notes on the submission
- Previous orders are ineligible for this program
- Volume discount will automatically apply upon volume thresholds being met
- This program is exclusive to the Guardian GAW product

Distributor Representative Sales Bonus

All sales representatives of distributorships that qualify may earn a \$50 incentive spiff for selling GAW product—new orders or existing inventory.

Distributor Representative Sales Bonus

- Sell a GAW R-407C unit to a contractor, engineer or dealer
- Go to www.ductedsystemsincincentives.com to claim your incentive and upload evidence of sale
- Checks are processed monthly and you should receive your bonus within 45 days

Distributor Representative Sales Bonus

- Claiming portal will go live on July 9, 2018
- Incentives available for sales between August 1 and September 30, 2018
- Only one \$50 incentive per serial number
- This program is 100% funded by the factory
- Issues with claiming the \$50 incentive should be forwarded to 855-324-3650
- Spiffed and discounted serial numbers are no longer eligible for return
- Checks for the sales bonus are processed within 45 days of receipt
- Evidence of sale, sales value (\$), sales type and customer category (new / existing) will be required for claims
- Up to 15 serial numbers can be claimed at a time
- Incentive status will be send to participant and their manager as the claim progresses
- This program is exclusive to the Guardian GAW product