



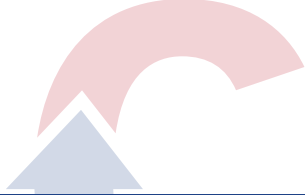
# 2026 DEALER BENEFITS



972-619-2999  
[centuryhvacpartner.com](http://centuryhvacpartner.com)

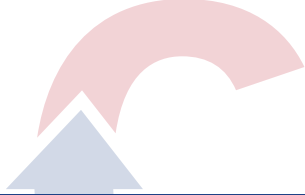
 **YORK**<sup>®</sup>  
**HITACHI**





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## HISTORY OF THE CENTURY COMPANIES



After one year of working for a company in the HVAC wholesale industry, Century's CEO and Founder Dennis Bearden decided that there had to be a better way to operate an HVAC distributorship. It was then that Dennis developed a business philosophy that has been Century's driving force.

Dennis' philosophy: To regard employees as family and to treat customers as friends with a generous amount of customer service thrown in.

This simple but powerful idea caught on; Century continued to grow and by 1995, through new store openings and acquisitions under the leadership of President Rick Luke, Century grew to eleven branches in the Houston and southeast Texas area. In 1992, the company also expanded its reach into the midwestern states, and acquired Air Management Supply.

In 1998, Century found a home in the San Antonio area after opening Core Distributing. Not long after, in 2001, Century added

Major Supply in San Marcos to the list of acquisitions, and 5 years later acquired Graham Supply in Angleton and Bay City. With continued growth, in March 2008, Century added Johnson A/C Supply to its family and expanded into Dallas and Richardson. Two more locations were added in the following years: Waco and, through the acquisition of Gentry Supply, Mesquite.

With the York line of equipment being added to Century's offering in 2015, the branch footprint grew to include Cedar Park, Austin, West San Antonio, La Feria, Fort Worth, and Mansfield. With 26 locations at the beginning of 2020, Century A/C Supply announced an important change: the York region's 13 locations from DFW down to the Rio Grande Valley would be splitting into a new company called Century HVAC Distributing, led by Todd Shadden and owned by Dennis Bearden. Beginning in 2021, Century HVAC Distributing began operating under the new company name.

## OUR CORE VALUES

### CORE VALUES

#### ***GUNG HO!***

Embodies the company's values & culture

#### ***COMMITTED***

Dedicated to completing tasks & achieving goals

#### ***DEPENDABLE***

Undeniably reliable

#### ***EXCEPTIONAL SERVICE***

Expected service and then some

#### ***RESPONSIVE***

Quick to react and acknowledge all

### MISSION STATEMENT

***EMPOWERED  
EMPLOYEES  
PROVIDING  
EXCEPTIONAL  
SERVICE***

## COMPANY PHILOSOPHY

In 1998, Century formally adopted a business philosophy called Gung Ho! The Gung Ho! values are those that have been passed down through generations of Native Americans and involve three cornerstones that are surprisingly

simple, yet amazingly powerful. Gung Ho! has created a collection of enthusiastic Century employees who are truly "providing customers with service beyond expectations" and creating raving fans like you, our customer.



### THE SPIRIT OF THE SQUIRREL

This cornerstone represents worthwhile work. Knowing that we make the world a better place, everyone works towards a shared goal while values guide all plans, decisions and actions.



### THE GIFT OF THE GOOSE

Cheer others on! The gift of the goose encourages one another to give congratulations without keeping score.



### THE WAY OF THE BEAVER

Representing being in control of achieving the goal, the way of the beaver encourages a level playing field while respecting, listening to, and acting upon the thoughts, feelings, needs and dreams of co-workers. The result is able but challenged employees.



## THE CENTURY EXPERIENCE

“

EMPOWERED  
EMPLOYEES  
PROVIDING  
EXCEPTIONAL  
SERVICE

”



## WE MAKE HVAC EASY

We give you the tools and programs to successfully run your business, plus you'll enjoy:



- **Privately Owned** and **Easy to do Business** with!
  - **No Hassle Warranties**  
Low Cost **10 Year Factory-Backed Labor Warranties**
  - **Well-Stocked Stores**
    - » Our top items are guaranteed to be in stock
    - » We have the equipment and parts in stock you need
  - **Fast, Friendly Service** — *we guarantee to get it right the first time*
  - **Free Technical Support** from Industry Experts
  - **Live Customer Service** Call Takers and **No Hold Time**
  - **Same Day Deliveries** — *get everything you need the first time*
    - » Will call orders pre-pulled and ready for quick pick up
  - **Place Your Orders with Ease** — *via phone, text, in person, or online*
  - **After Hours Orders** and **Saturday Openings** at Select Branches
- ... and so much more!

# OUR PRODUCT LINES



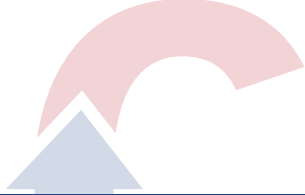
WE PROUDLY STOCK  
USA MADE PRODUCTS

## EQUIPMENT LINES



## PRODUCT LINES





## TRAINING CLASSES



## *GET THE TRAINING YOU NEED FROM OUR INDUSTRY EXPERTS*

We offer a variety of training classes throughout the year to help prepare you and your maintenance technicians for installing, servicing, and troubleshooting A/C systems. Some of the courses we offer include state license Continuing Education and more.

OUR MOST POPULAR COURSES INCLUDE:

JHE/JHC Wiring and Overview • RDS and A2L • SSE Board Navigation

HH8 Control Board • Advanced Diagnostics • Psychometrics

... and more!

See our current offerings and register today at  
[CenturyHVAC.com/Training](https://CenturyHVAC.com/Training). Seating is limited.



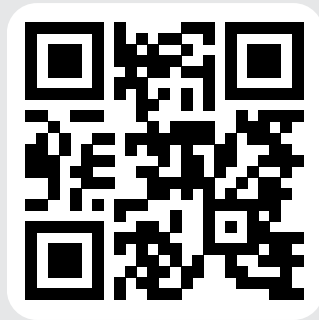
SCAN THE QR CODE  
TO CHECK OUT OUR  
**TRAINING CLASSES**

# WEBSITE ORDERING

## GETTING WHAT YOU NEED JUST GOT EASIER!

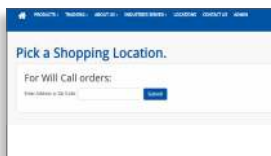


Check out our new Century HVAC Distributing website & app



SCAN TO PLACE YOUR ORDER TODAY!

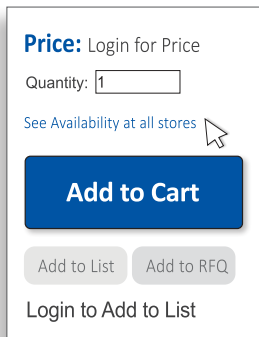
Anyone can visit our site and view our online catalog, but to shop and place orders, or view invoices and statements, you will need to establish online access. Already have an online account? Start utilizing all the great features today!



**ONLINE SHOPPING.** Browse our products and see availability by branch anytime at CenturyHVAC.com. When logged in, you will be able to place orders for will call or delivery and see pricing.



**BROWSE PRODUCTS WITHOUT LOGGING IN.** The new search bar, located at the top of the screen, allows you to search by keyword, item number, or manufacturer part number.



**PREDICTIVE SEARCH RESULTS** with customizable sorting and filtering make searching for what you need even easier.

**EXTENSIVE ITEM INFORMATION** including spec sheets, MSDS sheets, and installation manuals.

**ITEM AVAILABILITY AND STOCK** by branch is available on all items.



**EASY SHOPPING BY LOCATION.** Click the location button at the top right to choose the location where you would like to pick up your order, or choose delivery. Delivery orders will ship from one of our delivery warehouse locations.



Events & Current Promotions

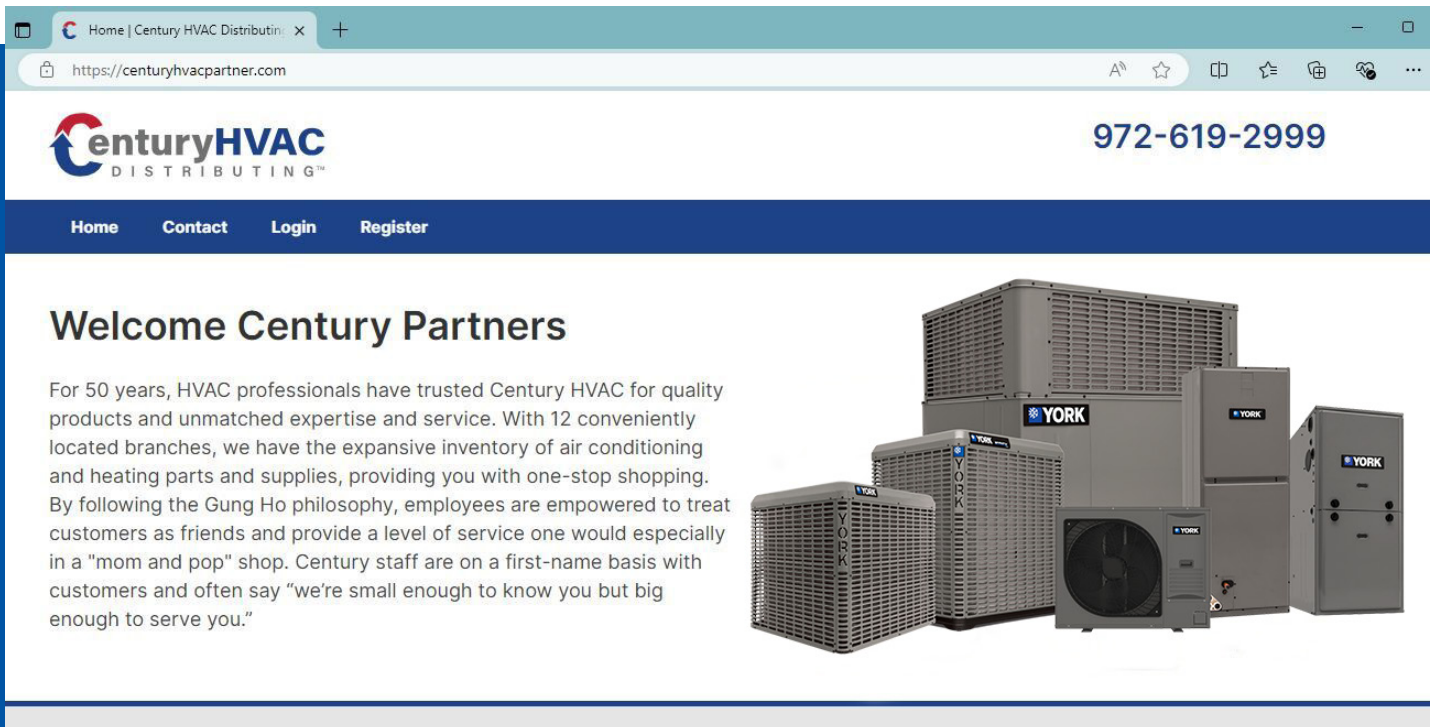
**ACCESS TO EXCLUSIVE ONLINE ONLY DISCOUNTS AND PROMOTIONS.** Find the Events and Current Promotions icon on the home page.

**SEE OUR CLEARANCE ITEMS** all in one place.

# CENTURY'S YORK DEALER PORTAL

WE'VE COMPILED IMPORTANT DOCUMENTS & RESOURCES IN ONE LOCATION

*Everything you need is just a click away!*



Access Dealer Program information and assets through the Century HVAC Supply York Dealer Portal.

**YOU WILL INSTANTLY HAVE ACCESS TO:**

- Program Forms and Details
- Dealer Benefit Program Details
- Financing Information
- Marketing Your Business Resources

... and more!

*Get access in 2 easy steps!*

1. Visit [www.centuryhvacpartner.com](http://www.centuryhvacpartner.com)
2. Create online account



**WE HAVE**  
**MINI SPLITS**  
**IN STOCK!**

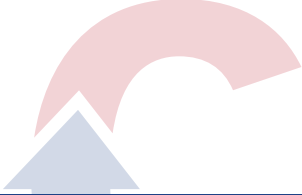


**FROM 16 TO 30 SEER SYSTEMS AVAILABLE**

**Call or Text us for more information**

**972-792-9675**

**HITACHI**  
Air conditioning solutions



# airHome 400

Wall Mounted Inverter Heat Pump

# HITACHI

## The solution for those who don't want to think about HVAC

9k to 36k BTU/h



Cooling & Heating

## 2026 York Dealer Programs

Dealer Program Level	Liberties	Liberties Plus	CCE*
Minimum Equipment Purchase Requirement	\$50,000	\$75,000	\$100,000
<b>Rewards, Rebates, and Discounts</b>			
Co-op Allowance (Century/Dealer Split)	2% Split 50/50	2.50% Split 50/50	3% Split 50/50
Training Allowance	\$300	\$500	\$1000
Travel Rewards Points	N/A	Up to 1.5%	Up to 2.0%
Personal Use Rebates	✓	✓	✓
<b>Sales Incentives and Promotions</b>			
Welcome Packages	N/A	N/A	✓
Extended Warranties	1/1 - 12/31 (Labor Only)	1/1 - 12/31	
Promotional Extended Warranties (FIM)	N/A	1/1 - 12/31	
Dealer Spiff (FIM)	N/A	2/1 - 10/31	1/1 - 12/31
Consumer Rebates (FIM)	N/A	4/1- 9/3	
Bonus Consumer Rebate	N/A	12 Months	12 Months
Promotional Residential Financing (FIM)	N/A	9 Months	12 Months Enhanced %
Residential Financing by Synchrony	✓	Enhanced	Enhanced
Multisource Financing	✓	✓	✓
Microf Financing	✓	✓	✓
Second Look Financing by Fortiva	✓	✓	✓
Commercial Financing by PEAC Solutions	✓	✓	✓
Premier Program	✓	✓	✓
Homeowner Letters by Proforma	N/A	✓	✓
100% Satisfaction Guarantee	N/A	N/A	✓
Second-Year Unit Replacement	N/A	N/A	✓
Hitachi airXperts Dealer Program	✓	✓	✓
Hitachi Total Care Protection Plan	N/A	✓	✓
<b>Online Resources and Lead Generation</b>			
Consumer Literature Downloads	✓	Customizable	Customizable
Marketing Library	✓	✓	✓
Contractor Savings Program	N/A	✓	Enhanced
Century HVAC Dealer Portal Access	✓	✓	✓
Dealer Locator	N/A	Enhanced	Enhanced
Home Services Scheduling by Dispatch	✓	Enhanced	Enhanced
GoTemp Pro Mobile App	N/A	✓	✓
Ducted System Academy Online Business & Tech Training	Online Access No Matched Funds	\$3000 Split 50/50	\$7500 Split 50/50
<b>Program Cost</b>	<b>\$650</b>	<b>\$2900</b>	<b>\$4650</b>

I have read and agree with the terms of this document (initial) \_\_\_\_\_

The program cost will be invoiced to the dealer's account, regardless of credit cash account status, as soon as registration forms are received. Enrollments dated on or before 6/30/2026 will be invoiced at full price with 90 day terms. Enrollments on or after 7/1/2026 will be invoiced at 50% of the program cost with 90 day terms. \*The Certified Comfort Expert (CCE) program includes additional dealer requirements. Ask your sales rep for details.



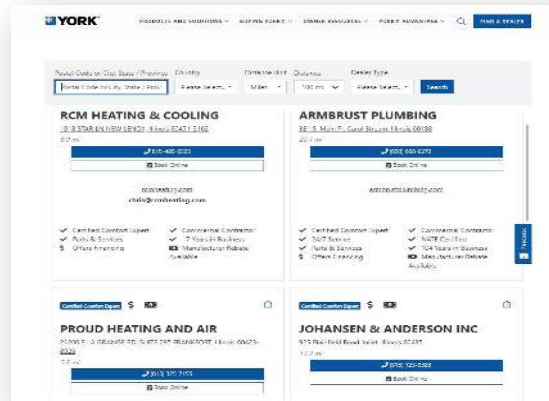


# Dealer Locator

Estimated annual value: \$500  
(Liberties Plus, CCE)

Consumers look to the web to find the best products at the best prices – and we know how essential it is to be visible. With the Dealer Locator, contractors will be accessible to any customer looking for our products and/or someone to provide service.

Enrolled contractors are listed on our Dealer Locator, allowing homeowners to find the service provider that is right for them. In addition, contractors participating in Home Services Scheduling by Dispatch will benefit from modern, seamless engagement with their customers – see the next page for details.



Adding attributes to a contractor’s listing provides homeowners with knowledge about why they should choose one home service provider over another.

### Key benefits of Dealer Locator experience

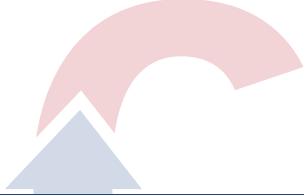
- Results populated by geographic distance
- Based on familiar online search functionality

### Contractor listing attributes

- Hours of operation
- Minority-owned
- Offers financing
- Parts and service
- 24/7 service
- Veteran-owned
- Website URLs
- Manufacturer rebate available
- Commercial contractor
- Women-owned

### Integration with Dispatch

- ‘Book online’ function activated for participating contractors
- Reporting and tracking ability
- Improved experience for homeowners



# Dispatch - free field service solution

Digitally manage YORK leads and beyond  
Estimated annual value: **\$4,140**

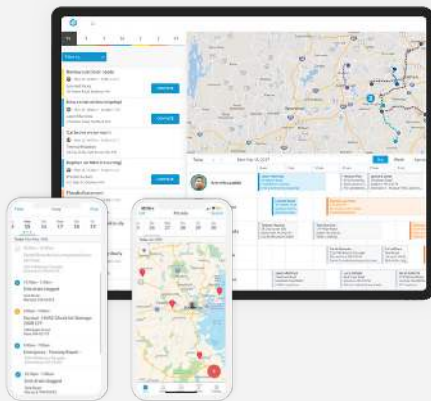


YORK's Lead Management Program, powered by Dispatch, supports contractors in the lead generation and management process – all while giving homeowners an exceptional experience. With a direct integration to the YORK Dealer Locator, contractors will have the ability to receive free leads (leads cost an average of \$250-\$300^!), make an impactful first impression and start building loyal relationships with their customers.

\*\*Use of Dispatch and automatic customer notifications can **reduce unnecessary back-and-forth status calls with customers by 24 percent**

\*Dispatch also integrates with other field service software, so contractors can seamlessly receive the leads from the locator into their preferred tool.

## With Dispatch, contractors get:



- Leads captured through YORK.com
- Creation and management of all jobs
- Mobile (for field) and desktop (in office) applications
- Appointment scheduling and team member assignment capabilities
- Automatic customer notifications that keep them in the loop along the way\*\*
- **Customer billing document management**
- **Credit card processing**
- **In-app performance reporting**
- **'Boost' online reputation management\*\*\***
- **QuickBooks Online integration**
- **Personal customer booking page on contractor website**

**Bold bullets refer to Certified Comfort Expert (CCE) exclusive benefits**

\*Reach out to support@dispatch.me if looking to learn more about integration options

^Source: Air Conditioning Contractors of America Association

\*\*\***Consumer typically use two or more sites to check business reviews: 36% of consumers use two review sites when deciding to use local businesses, while 41% of consumers use 3 or more sights** (note: 81 percent of consumers use Google to evaluate local businesses)

 Solution Navigator > Marketing > Marketing Library > Contractor Success Programs > Dispatch

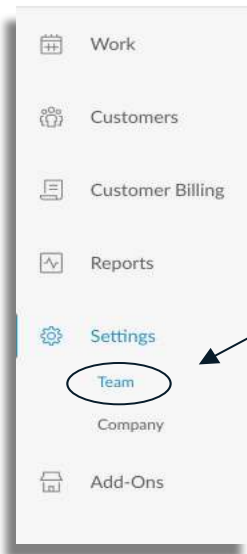
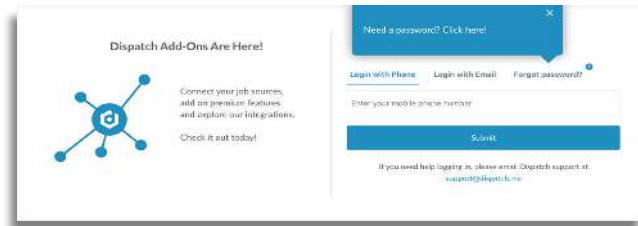


# Getting Started

## Logging Into Dispatch

1. Visit [work.dispatch.me](http://work.dispatch.me)
2. Click **"Forgot Password"**
3. Enter the email address your company has on file with the brand you work with. You'll then receive a password reset email where you can create your password.
4. Return to the login screen at [work.dispatch.me](http://work.dispatch.me) and login with your new email/password combo
5. Make sure your mobile number is in your profile so you don't need to remember a password for future logins.

***"Having trouble logging on or not sure of which email we have on file for you? Reach out to [support@dispatch.me](mailto:support@dispatch.me) for help!"***



## Adding Your Team

Each member of your team needs their own login for Dispatch. Team members will be able to send updates from the field, in real-time using the Dispatch mobile app. This step sets your team up for effortless communication and an exceptional customer experience.

1. Click Settings > Team
2. Click "Create User"
3. Add name, mobile number, upload a photo, assign role, confirm timezone is accurate, and then click "Save"

After you click Save, the user is automatically sent an invitation to download the Dispatch Field mobile app, which is sent through a text message or email, based on the contact information entered for the team member.

## Downloading the Mobile Apps

The Dispatch mobile apps are available for both Android and iOS devices. Anyone set to the role of "Technician" will use the Dispatch Field mobile app and anyone set to the roles of "Dispatcher" or "Both" will use the Dispatch Manager app.



**Have Any Questions? Want to Learn More?**  
 Reach out to our support team - [support@dispatch.me](mailto:support@dispatch.me)  
 Access additional training videos by visiting: [academy.dispatch.me](http://academy.dispatch.me)



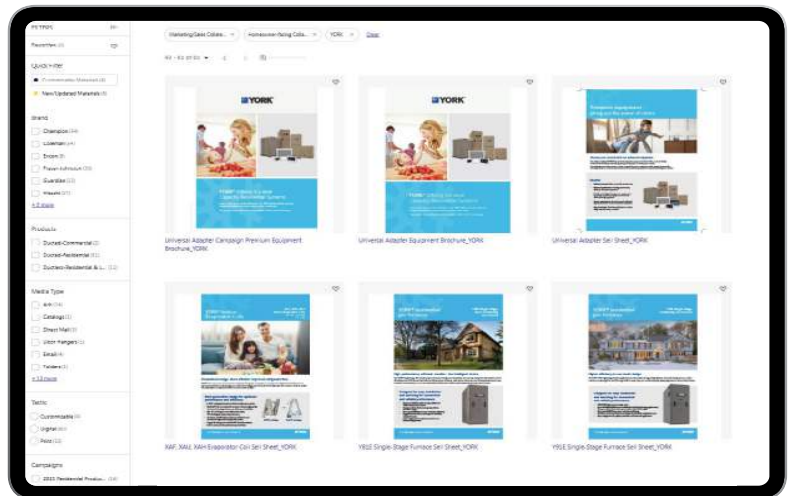
# Marketing Library

Estimated annual value: \$5,000

The Marketing Library is an essential tool for streamlining your marketing efforts. Its user-friendly interface and powerful filtering options provide you with greater control when searching for ready-to-use materials, saving time, money and resources by eliminating the need to create content from scratch.

As your go-to resource for pre-built marketing materials, the Marketing Library offers flexibility with customizable templates that allow you to tailor messaging to your needs. This boosts productivity while supporting on-demand downloads and printing for quick and efficient execution.

Additionally, the platform serves as the central hub for all Contractor Success Programs materials, making it a one-stop solution for your marketing needs.



## Marketing collateral and resources

- Direct mail
- Door hangers
- Advertising
- Radio and TV/videos
- Sales collateral
- Logos and brand guidelines

## Customizable assets

- Digital ads
- Direct mail
- Flyers/full-page ads
- Good Better Best residential brochure

## Contractor Success Program

- Operating letters
- Vendor partner collateral
- Training/webinar recordings

**Back by popular demand!** The Good Better Best brochure allows users to select residential Ducted Systems products and provide a customized selling approach to homeowners.



To access the Marketing Library, log into [SolutionNavigator.com](https://SolutionNavigator.com)

## FROM CENTURY: CO-OP GUIDELINES

CLAIMS MUST BE SUBMITTED BY 12/1/26.

### CO-OP ALLOWANCE

One of the benefits of becoming a York dealer with Century HVAC Distributing is an annual co-op marketing budget based on York residential equipment purchases\*. The purpose of the co-op fund is to help dealers grow their businesses through co-branded marketing, advertising, and promotions.

### GENERAL GUIDANCE

All co-op claims are subject to review by Century HVAC Distributing and York. The York logo height must be at least 0.75" wide on small print items to be coop eligible; for all other items, the York logo must occupy at least 10% of the space to qualify for co-op reimbursement. Any claim that is submitted under the York Marketing Co-op Program that mentions or features any name or logo of a competitive brand or any competing product will be ineligible for reimbursement. Only the York brand can be promoted in any media. Any claim for advertising, in any media, that features product price will not be eligible for reimbursement. Any claim that features unapproved or previous versions of the York logo, advertising materials, or collateral will not be eligible for reimbursement. All co-op advertising reimbursement is issued in the form of a credit memo to the dealer's Century HVAC Distributing account, regardless of status as COD or Credit account.

### APPROVED CO-OP CATEGORIES

- **Search Engine Marketing and Advanced Search Engine Optimization:** Screen shot of ad required for proof.
- **Website Creation and Maintenance:** York logo must appear on the home page or landing page and must be at least 100 pixels in width. Website must not feature any competitive products and is subject to review by Century personnel.
- **Newspaper Advertising:** Space costs only; graphic design fees and/or labor are not eligible for co-op reimbursement.
- **Consumer or Trade Print Advertisement:** Space costs only; graphic design fees and/or labor are not eligible for co-op reimbursement.
- **Radio and Television:** Spot announcement costs for 10,15, 20, 30, and 60 second advertisements. Video or sound clip required for proof.
- **Billboard and Transit Advertising:** Space and printing costs only; graphic design fees and/or labor are not eligible for co-op reimbursement.
- **Exhibits, Displays, and Fairs:** Cost of exhibit space. If products other than York are displayed, only the percentage of space occupied by York will be eligible for co-op reimbursement. A photo of the booth is required for proof.
- **Local Consumer Direct Mail:** Cost of postcards, postage, and mailing lists. Graphic design fees and/or labor are not eligible for co-op reimbursement.
- **Identification Signs:** York branded signage is eligible; Costs associated with running electricity to the sign and/or installation labor will not qualify for reimbursement.
- **Vehicle Identification:** Vehicle wraps are eligible for co-op reimbursement as long as the York logo is no smaller than 9.5"x22.0" and is featured in color on both sides and the back of the vehicle. A photo of the vehicle after it has been wrapped is required for proof.
- **Sales Promotion Materials:** Promotional items, flyers, videos featuring York, and sales presentation material are acceptable.
- **Uniforms and Apparel:** York logo must be 1" or larger; photo of apparel required for proof. Apparel purchased by the dealer through York's program with Tangible Advertising or Total Identity Solutions is eligible for 100% reimbursement from Century.
- **Sales Programs:** Requires preapproval and reports showing York equipment percentage sales.
- **Software:** Wrightsoft and Picture Perfect Pricing only.
- **Other:** We encourage you to be creative with your marketing and advertising, but please obtain prior approval from Century HVAC Distributing's marketing department for promotions that fall outside of the normal categories.

### TRAINING ALLOWANCE

Separate from the Johnson Controls Unitary Products Allowance, Century offers Training Funds to all York Dealers to assist in covering the cost of business, sales, and technical training courses offered by Century. Once training funds are exhausted, training classes can be paid for with coop funds at their standard percent. Must require pre-approval if the course is not held by Century.

### MEDIA & MATERIALS NOT ELIGIBLE FOR REIMBURSEMENT

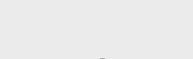
The Century HVAC Marketing Department retains the right to be the final authority in determining if any other expense is chargeable to the co-op fund. Examples of media and materials not chargeable to the support fund are:

- Fees associated with financing & rebate programs offered by Century & York
- Memberships in Trade Organizations or buying groups
- Religious or political publications
- Local advertising agency fees
- Labor charges
- Customer gifts, meals, etc
- Computer hardware, software & applications
- Office supplies
- Yellow Pages ads not featured online
- Travel expenses
- Taxes
- Truck painting and/or repairs.
- Shipping, electrical, and labor charges for displays and exhibits
- Shipping charges for any item
- Warranty-related expenses and labor
- Design Fees

#### APPROVED LOGOS:



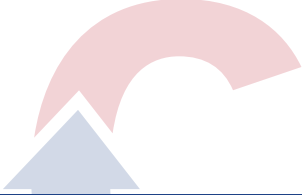
#### NOT APPROVED LOGOS:



#### DEADLINE FOR CLAIMS: DECEMBER 1, 2026

TO SUBMIT A CLAIM, PLEASE EMAIL, FAX, OR MAIL THE FOLLOWING TO MARKETING BY 12/1/2026:

1. The invoice or receipt dated in 2026
2. Proof of the marketing piece: photo, copy of ad, tearsheet, etc. to [marketing@centuryhvac.com](mailto:marketing@centuryhvac.com) | 972-619-2160 phone  
Once your claim is approved and processed, you'll receive credit to your Century account.  
\*Excludes special orders.



# YORK® MARKETING PARTNER

BxB Media is a full-service marketing agency that collaborates with HVAC professionals to build great brands and help them grow. Key programs for Century contractors include:

## Marketing Health Audit

An objective, rated, and comprehensive audit of your current marketing approach. This audit provides insights into how your website and marketing are currently performing, as well as recommendations for improvement and growth.



## Google Business Profile and Local Services Ads

Individual contractor coaching of setup and best practices for optimum Google Business Profile (GBP) and Local Services Ads (LSA) performance.



## BRAVO Review System

Gets you more reviews on Google, Facebook, and other platforms to build and improve website results and SEO (search engine optimization) ranking. Integrates with many dispatch platforms for automatic review requests.



BxB has programs to fit any size shop. Through collaboration with you and your team, we can help build strong brands and move more boxes.

**SPECIAL YORK DISCOUNTS\***  
on startup fees  
**20% off for CCE Contractors**  
**10% off for Liberties Plus Contractors**  
**5% off for any other YORK Contractors**  
**\$500 off setup fee for Boost programs**

\* Pricing and programs subject to change. Contact BxB to confirm pricing and available services and programs.

angelakiel@bdrco.com | kimberlysteele@bdrco.com | bxbknowshvac.com

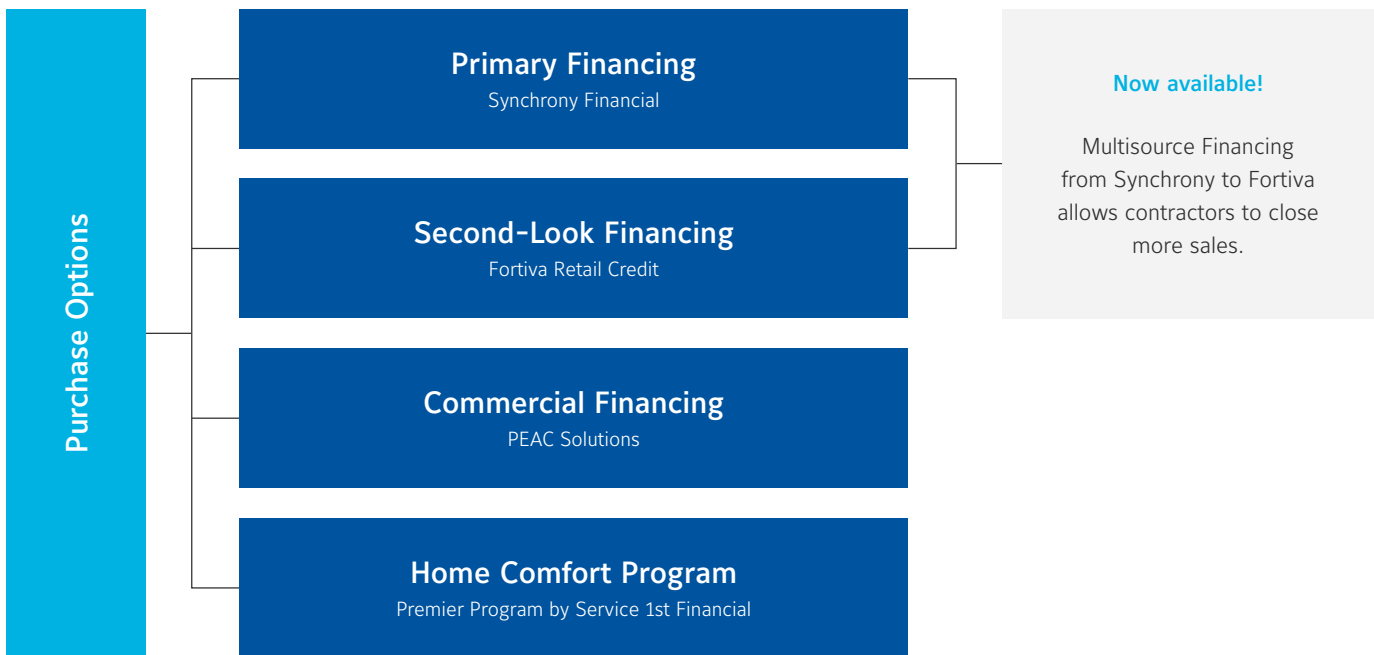


# Purchase solutions for all consumers

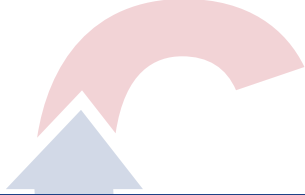
When it comes to a major purchase like HVAC, not all sales and homeowners are alike. We offer multiple purchase options so that contractors may deliver home comfort to their valued customers while increasing business profitability.

The purchase options structure below illustrates everything on offer.

All of these were designed with the contractor in mind, to ensure they will have a purchase solution for the end-user.



**Pro tip:** Help your contractors show all financing options offered to their homeowners, in both sales and marketing materials. Ensuring easy access to an online Apply Now link is a great way to get consumers closer to the comfort system they both need and want.



# Residential Financing

Estimated annual value: \$8,685

In partnership with  synchrony

## Financing helps grow a contractor's business

Offering financing on every job can help contractors close more sales and homeowners get the HVAC solution they really want by breaking the cost down into convenient monthly payments. Our 2026 Residential Financing program by Synchrony offers a wide selection of consumer promotions at very competitive contractor rates.

### Consumers want payment options



**69% of Synchrony cardholders** feel promotional financing makes their large purchases more affordable\*



**75% of Synchrony contractors** report financing increases their average sale\*\*



**Cardholders spent \$4,383 more**, or 155% more, on average compared to non-cardholders\*



**41% of Synchrony cardholders** say they would walk away from the purchase if retailer financing was not offered\*

### Key benefits

- **Paperless, contactless** application and payment processes
- **Homeowner application pre-fill** to reduce friction and increase completion rate
- **Fast credit decisions** in five seconds, on average
- **Approved rebates** are paid within 48 hours
- **Flexible financing plans** include multiple options for contractors to choose what works best for their business
- **Custom Apply Now link** for your website and social media
- **Compelling financing promotions** plus contractor fee buydowns for eligible^ YORK contractors



**Now featuring** a one-time, early announcement of buydown rates across all promotional periods — empowering better planning and decision-making.

\*Synchrony Ninth Major Purchase Study, Home Improvement 2023  
\*\*Synchrony Dealer Survey, Home Improvement 2023  
^Eligibility varies by promotional timeframe. Refer to Operating Letter for full details.

Visit [toolbox.mysynchrony.com](https://toolbox.mysynchrony.com) | Synchrony Financial: 888-574-2804

# Second-Look Financing

By  FORTIVA<sup>®</sup>  
RETAIL CREDIT

According to the latest statistics, over 50% of American consumers have less than prime credit. When your prime lender turns down your customer, Fortiva's Retail Credit Second-Look Financing helps you close the sale. Harness the stability of the only second-look financing program backed by a publicly traded company with deep buying experience in this segment of credit-challenged consumers.



Close more sales with Second-Look Financing. Not all customers fit into the traditional lending format and a credit score does not always give the whole picture. Second-Look Financing by Fortiva offers a payment alternative with longer terms and lower payments than tertiary lending options.

## Key benefits

### Significant value

- Enrolled contractors benefit from a competitive 9.9% dealer fee negotiated based on the size of our network

### Flexibility

- Approvals down to 500 FICO score
- Approvals of approximately 25% to 50% of what primary lenders turn down
- No job completion paperwork to send

### Digital tools

- Online application
- Direct deposit of funds into your account: no liability of funds after payment has been made
- Reduce the hassle of accounts payable and complicated paperwork

## To participate:

- The contractor must be enrolled in Second-Look Financing by Fortiva during the Marketing Dashboard registration
- Upon successful enrollment in the Solution Navigator and Marketing Dashboard, the contractor must contact [assistance@fortivafinancial.com](mailto:assistance@fortivafinancial.com) to complete an application to become a merchant

**Fortiva Financial:** [assistance@fortivafinancial.com](mailto:assistance@fortivafinancial.com) | 800-708-2841



# Multisource Financing



Estimated annual value: \$2,667

## Say yes more often

Contractors do not have to lose a sale just because the homeowner didn't get approved! Historically, 35 percent\* of applications declined by Synchrony are approved by Fortiva® Retail Credit. Both contractors and homeowners can benefit from this new program feature.

Synchrony's Multisource Financing feature is designed to help contractors maximize approvals and increase sales by adding a second-look option for homeowners with a seamless approval process.

Access Fortiva Retail Credit through Transact™, Synchrony's application processing system. It's an easy way to offer homeowners more financing options!

## Key benefits

- **Simple and seamless:** No need to complete a second application. All homeowner data flows seamlessly to Fortiva Retail Credit
- **Quick and convenient:** Homeowners will enjoy the simplicity of completing one application to find the financing option that works best for them
- **Risk-free process:** Homeowners can see if they are prequalified in seconds. There is no hard inquiry to their credit report until they agree to the terms of credit and accept the offer
- **Easy funding:** Authorizations and homeowner records are generated and stored on Business Center/Transaction Status for one-click funding after job completion

## Getting started

### Step 1



Get set up with Fortiva Retail Credit by completing the application using this link: [www.myfortiva.com/esign/HI](http://www.myfortiva.com/esign/HI)

### Step 2



Complete training with Synchrony and Fortiva Retail Credit

### Step 3

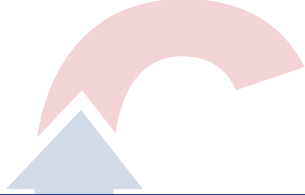


Synchrony will notify you once you are active with Fortiva Retail Credit



Solution Navigator > Marketing > Marketing Library > Contractor Success Programs > Financing > Synchrony

Visit [toolbox.mysynchrony.com](http://toolbox.mysynchrony.com) | Synchrony Financial: 1-877-891-9803



Microf provides contractors the ability to increase sales by offering a lease to own solution for homeowners with challenged credit.



### Benefits of Microf

- \$0 contractor fees
- Increase HVAC equipment and water heater sales
- Attract new consumers with a full range of offers
- Receive funds within 3 business days
- One easy-to-use automated application process
- Challenged credit, no problem!

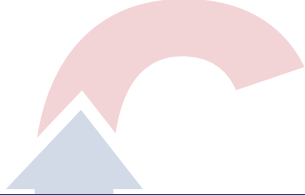
### Microf provides dedicated service to contractors and consumers

- Training for contractors (virtual or in person)
- Lunch and learn sessions for distributors (providing additional support for Territory Managers)
- 10+ years of experience working with all sizes of contractors
- Assigned account manager to guide you from start to finish

## HVAC Expertise | Lease-To-Own Made Simple

\*\*Transaction advertised is for rental purchase agreement, consumer rental purchase agreement, rent-to-own agreement, lease agreement with an option to purchase, or lease where applicable. Ownership of leased/rental property is not acquired until all required payments are made or early purchase option is exercised. Ownership is optional. For CA residents, if you pay out your agreement within 90 days, you will pay the cash price, plus tax and applicable fees (if any). In NC, the final payment will be an amount greater than the normal monthly payment as stated in the agreement. The 48, 60, 72, and 84 months to own are subject to credit verification and state regulations. Microf is not available in AK, HI, ME, MN, NJ, VT, WI, and WY.

[www.microf.com](http://www.microf.com) | 855-498-8200



# Commercial Financing



Estimated annual value: \$1,000

In today's world, cash flow is a key concern for most businesses. A financing solution is a path to purchasing for these firms, allowing them to invest in their business while maintaining stability. Commercial financing ensures that businesses, regardless of size, can continue to thrive.

With Commercial Financing by Peac Solutions, proactively offering financing is made easy. Offering a monthly payment on every proposal will help contractors close more sales!



## Key benefits

### Significant value

- **No contractor cost**
- Higher closing ratios deliver competitive advantage
- Larger sales because the change in the monthly payment is minimal
- Increased profit margins
- Decreased administrative and accounts receivable tasks eliminate collection problems

### Flexibility

- Finance jobs as little as \$1,000 and up to 1 million
- Terms from 12 months to 72 months
- Total Project Financing – including equipment, install, services, duct work, etc.
- Same day decisions
- No financials required up to \$250,000

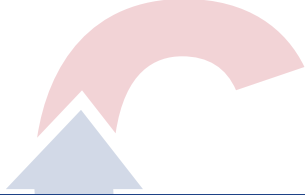
### Digital tools

- Online application
- Personalized financing link for customer quotes and contractor websites
- Direct deposit of funds into the contractor's account: no liability of funds after payment has been made
- Reduce the hassle of accounts payable and complicated paperwork



Solution Navigator > Marketing > Marketing Library > Contractor Success Programs > Financing > Peac Solutions

Corinne Beyer: [cbeyer@peacsolutions.com](mailto:cbeyer@peacsolutions.com) | 856-505-4359



# Premier Program by Comfort Connect

Lock in steady revenue & keep customers for a decade or more.

The Premier Program® is an all-inclusive home comfort solution that gives homeowners an affordable way to replace and maintain HVAC, plumbing or standby power systems — and allow them to design their ideal home comfort environment without the burden of large upfront costs or surprise repair bills. One predictable low monthly payment covers equipment, installation, ongoing maintenance, consumables and repairs.

Contractors close more sales, increase average ticket size and generate recurring revenue overtime by offering a flexible financing option that is truly different.

Homeowners love it because it takes the stress out of home comfort. They get the system they want now, with professional support and peace of mind built in.

It's a win-win that keeps your business growing and your customers happy.

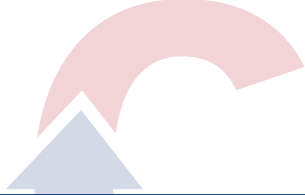
## Key benefits

- **Differentiates your business** with a unique offering no competitor in your market can match.
- **Boosts close rates and average tickets** by giving homeowners an affordable, all-inclusive monthly option they can't refuse.
- **Strengthens customer loyalty** by tying your business to a premium, ongoing service experience.
- **Generates recurring revenue** with every agreement — turning one-time installs into long-term income.

## Get started in 3 steps

- 1. Learn More**
  - Explore our online resources and schedule time with one of our experts to see how the Premier Program™ can boost your business.
- 2. Onboard**
  - Get up and running fast with live training, a complete marketing toolkit and a dedicated support team in your corner.
- 3. Sell & Grow**
  - Improves close rates by 5–10%
  - Increases average ticket size by ~20%
  - Delivers guaranteed and predictable recurring revenue

Terra Romero: [terra.romero@comfortconnect.com](mailto:terra.romero@comfortconnect.com) | 630-999-1674



# Promotional Extended Warranty

## The key to lifelong customers

Customer retention is a key component of every successful business. Our extended warranty plans are designed to help contractors secure returning customers by providing up to 10 years of extended protection for homeowners. Contractors can give customers the added peace of mind that comes with an industry-leading, extended warranty.

Through our Contractor Success Program, our extended warranty plans are available at a discounted rate. The Promotional Extended Warranty is a great tool for contractors to build their business today and maintain it in the future. With a low price and guaranteed income from all covered repairs, this one-of-a-kind extended warranty program provides contractors with more opportunities to sell while growing their service and referral business.

### Peace of mind for homeowners

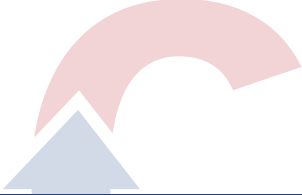
- Provides affordable parts-and-labor coverage for up to 10 years
- Offered directly by contractors and YORK – giving homeowners one place to go for service: the contractor
- Paid via a one-time payment at the time of purchase
- Transferable from one homeowner to another

### Powerful profits for the contractor

- Additional revenue at the time of sale
- Offers a markup on all equipment and parts
- Requires normal clean-and-check service – providing the contractor with extra income
- Includes a generous travel-time allowance
- Can be offered for up to 10 years, retaining customers and their service business during that entire period
- Increases potential for replacement sales
- Administered and backed by YORK

### Seven ways to build income with promotional extended labor warranty

1. **Potential to boost profits:** The plan is inexpensive, making it attractive to any customer. Since it costs contractors less, it's easier to make additional profit on every plan sold
2. **More opportunities to sell:** Maintain a solid relationship with customers by performing services and eventually getting their replacement business
3. **Required service means additional income:** Contractors can make money on required clean-and-check service visits
4. **Guaranteed income from all covered repairs:** Excellent labor rates, great parts mark-up and a generous travel-time allowance – all at no additional cost to the homeowner
5. **Increased potential for additional sales:** Homeowners will call their contractor who sold them their extended warranty for any and all issues
6. **Improved referral business:** Referrals to family and friends can help to boost income
7. **Enhanced service business:** Protection plans educate homeowners about the benefits of service and preventive maintenance



Confidence Plan	CCE SKU	CCE Price <sup>1</sup>	Liberties Plus SKU	Lib Plus Price <sup>1</sup>	Eligible Product Models	
HP System	YRCPHPSS120LMCCES	\$677	YRCPHPSS120LMPLUS	\$709	Heat Pumps	YHE, YH4, YH2E
					Air Handlers	ME, AVC, AVV, JHET, JMET, JHVT, JHC, JHE, JSE
					Furnaces	YPC, YPLC, TM8V, TM9E, TM8E, Y82E, Y81E, Y91E, Y92E
A/C System	YRCPSSPK120LMCCES	\$515	YRCPSSPK120LMPLUS	\$539	Air Conditioners	YC2E, YC4
					Package Units	PCE4, PCG4, PC3, PG3
					Air Handlers	AE, AP, ME, MP, AVC, AVV, MV, MVC, JHET, JMET, JHVV, JHVT, JHV, JHC, JMC, JHE, JME, JSC, JSE
					Furnaces	YP9C, TM9V, TM8V, TM9E, TM8E, Y82E, Y81E, Y91E, Y92E

<sup>1</sup>Prices shown and billed in US dollars (USD)

R410-A model numbers are eligible in Canada only

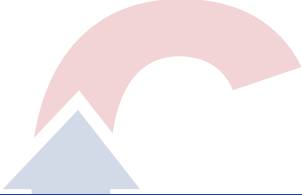
Prices subject to change with a 60-day notice

Confidence Plus Plan	CCE SKU	CCE Price <sup>1</sup>	Liberties Plus SKU	Lib Plus Price <sup>1</sup>	Eligible Product Models	
HP System	YRCPHPSS120LMCCEP	\$636	YRCPHPSS120LMPLUSP	\$665	Heat Pumps	YHG, YH2F, YH6, YH5, HMH7, HH8
					Air Handlers	AE, AP, ME, MP, AVC, AVV, MV, MVC, JHET, JMET, JHVV, JHVT, JMVT, JHV, JHC, JMC, JHE, JME, JSC, JSE
					Furnaces	YP9C, YP9C, TM8V, TM9E, TM8E, Y82E, Y81E, Y91E, Y92E,
A/C System	YRCPSSPK120LMCCEP	\$419	YRCPSSPK120LMPLUSP	\$439	Air Conditioners	YXV, YXT, YFK, YC6
					Air Handlers	AE, AP, ME, MP, AVC, AVV, MV, MVC, JHET, JMET, JHVV, JHVT, JHV, JHC, JMC, JHE, JME, JSC, JSE
					Furnaces	YPC, YPLC, TM8V, TM9E, TM8E, Y82E, Y81E, Y91E, Y92E

Prices shown and billed in US dollars (USD)

R410-A model numbers are eligible in Canada only

Prices subject to change with a 60-day notice



Confidence Plan	CCE SKU	CCE Price <sup>1</sup>	Liberties Plus SKU	Lib Plus Price <sup>1</sup>	Eligible Product Models	
Standard Furnace	YRCPFURN120LMCCES	\$256	YRCPFURN120LMPLUS	\$268	Furnaces	TM9E, TM8Y, TM9Y, TM8X, TL8E, TL9E, TMLX, TMLT, TGLS, TMLE, TM8E, Y82E, Y81E, Y91E, Y92E
					Air Handlers	AE, AP, ME, MP, JHET, JMET,
Standard HP	YRCPHP120LMCCES	\$582	YRCPHP120LMPLUS	\$609	YHE, YEE, YH2E, YH4, YHE, YEE	
Standard A/C	YRCPUNIT120LMCCES	\$379	YRCPUNIT120LMPLUS	\$396	YCE, YCD, YFE, YFD, YCS, YC2D, YC2E	
Premium Furnace	YRCPFURN120LMCCEP	\$214	YRCPFURN120LMPLUSP	\$224	Furnaces	YP9C, YPLC, YP9C, TM9V, TM8V, Y92V, Y82V
					Air Handlers	AVC, AVV, MV, MVC, JHVV, JHVT, JMVT, JMVV, JHVT, JMVT
Premium HP	YRCPHP120LMCCEP	\$490	YRCPHP120LMPLUSP	\$513	YZT, YHM, YHG, HMH7, YH2F	
Premium A/C	YRCPUNIT120LMCCEP	\$306	YRCPUNIT120LMPLUSP	\$320	YXT, YFK, YCG, YC2F, HMC2G	

<sup>1</sup>Prices shown and billed in US dollars (USD)

R410-A model numbers are eligible in Canada only

Prices subject to change with a 60-day notice

## Hitachi Ductless Equipment Warranty Plans

The plans listed below are available on system installations only.

Plan	SKU	Price <sup>1</sup>	Eligible Products	Eligible Products	
				ODU	IDU
H400 Series	HDLH400HP120LP	\$99	H400 Series	RAC-DJ / RAC-EJ	RAK-DJ / RAK-EJ
H600 Series	HDLH600HP120LP	\$99	H600 Series	RAC-GJ	RAK-GJ
H800 Series	HDLH800HP120LP	\$99	H800 Series	RAC-XJ	RAK-XJ
M400 Series	HDLM400HP120LP	\$130	M400 Series	RAM-G	RAI-GJ / RAF-FJ / RAD-GJ
airCore 700 Series	HDLAIRCOREHP120LP	\$130	airCore 700	PAS	PPK / PCIM / PPIM / PPFC / PCI / P-AP / JPE
airCore 700 HeatForce Series	HDLAIRCRRHFHP120LP	\$130	airCore 700 HeatForce Series	PAS	PPK / PCIM / PPIM / PPFC / PCI / P-AP / JPE

Prices shown and billed in US dollars (USD)

Prices subject to change with a 60 day notice

# Consumer Rebates

Estimated annual value: \$5,000

The Consumer Rebates program is designed to improve product mix and increase sales volumes. It is comprised of three components: limited-time homeowner rebates, bonus consumer categories and personal use rebates for the contractor. The best part? **All of these are 100% factory funded with no contractor or distributor contribution.**

With competitive rebates **available on YORK and Hitachi heating and cooling equipment,\*** contractors will be able to attract new customers, ensure that homeowners benefit from the value of buying our brand and provide homeowners with a system that they truly desire.

Limited-time homeowner rebates are designed to help contractors close sales at the kitchen table when they need it the most. Distributors can pick any six months during the calendar year.

Personal use rebates serve to encourage distributor and contractor partners to purchase and install YORK residential equipment. This is an excellent opportunity to establish strong credibility with the consumer from the start. Personal experience with YORK equipment allows contractors to provide testimonials and superior knowledge to the homeowner.

**Did you know** that submitting a consumer rebate claim automatically registers the equipment for warranty?

**Pro tip:** Contractors can stack the value of consumer rebates with additional rebates available in their local market; i.e., utility rebates, state energy incentives, federal tax credits and others. Promoting the 'total savings' to the homeowner in both marketing and sales materials can make the difference between the homeowner choosing to repair or replace.

\*Rebate amount is based on high-efficiency air conditioner unit and premium furnace installation combination.



Contractors can provide year-long, higher-value rebates to those homeowners that serve our communities. Homeowners in the following categories can take advantage of year-long increased rebates on qualifying products:



**Military and veteran personnel**



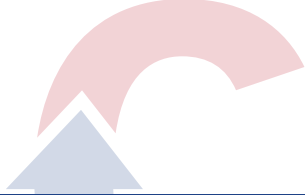
**Educators**



**First responders**



**Homeowners residing in communities affected by emergencies or natural disasters**



## Qualifying Products and Rebate Schedule

Base Rebate column reflects the base homeowner rebate. Bonus Consumer Rebate column reflects the total rebate value for bonus consumer categories comprised of military and veteran personnel, first responders, educators, nurses, and homeowners residing in communities affected by natural disasters.

Air Conditioning and Heat Pumps					
Type	Models	Type	Models	Limited - Time Base Rebate	Bonus Consumer Rebate*
		18 - 19+ SEER2	YXV / YXT	\$360	\$430
17 SEER	YFK	16 - 18 SEER	HMH7 / YH6 / YC6 / HH8	\$300	\$365
16 SEER	YHM / YHG	15.2 SEER2	YH2F / YH5	\$250	\$300
Furnaces					
Type	Models			Limited - Time Base Rebate	Bonus Consumer Rebate*
Premium	YPLC / YP9C / Y9VV			\$220	\$265
Enhanced	TMV8 / Y82E / Y92E			\$165	\$200
Air Handlers					
Type	Models			Limited - Time Base Rebate	Bonus Consumer Rebate*
All	AVC / AVV / MVC / ME / JHET / JMET / JHVT / JHVV / JHC / JHE / JSE			\$75	\$90
Ductless, Mini-Splits and Mini-VRF					
Type	Models			Limited - Time Base Rebate	Bonus Consumer Rebate*
Indoor Unit					
Premium	RAK-GJ / RAK-XJ			\$60	\$75
Standard	JPE / PA-P / PCI / PCIM / PPFC / PPK / PPIM / RAD-GJ / RAF-FJ / RAK-DJ / RAK-EJ / RAI-GJ			\$50	\$60
Outdoor Unit					
Premium	RAC-GJ / RAC-XJ / RASM			\$60	\$75
Standard	RAM-G / PAS / RAC-DJ / RAC-EJ			\$50	\$60
Mini-VRF	HVACHP			\$60	\$75

Note: All rebates depicted above are in United States Dollars USD R410-A model numbers are eligible in Canada only.

\*The Bonus Consumer Rebate column reflects the total rebate that an eligible individual in the bonus consumer rebate category can receive. Distributors and contractor partners are eligible for the bonus consumer rebate value through their Personal Use Rebates.

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# Next-level efficiency

Maximize your comfort with a compact YORK® heat pump



Is your home comfort system still keeping you and your loved ones comfortable? If not, it's time to make the switch to an eco-friendly YORK® heat pump with a 30% smaller footprint. The future of home heating and cooling is here – and it's smaller than you think.

**Contact your local Certified Comfort Expert™ today.**



Visit [www.YORK.com](http://www.YORK.com) for more information.

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## Unlock Exclusive Benefits Designed for Your Success

Multifaceted Product Lineup  
Exclusive Programs and Resources  
Flexible Financing Options  
Contractor Spiffs

Expert Training and Support  
Industry-Leading Warranties  
Continuous Skill Development  
Travel Rewards Programs

As one of the industry's most respected names, YORK® HVAC systems have been trusted to bring comfort to prestigious buildings and homes for over 145 years.



[www.centuryhvac.com](http://www.centuryhvac.com)





The proven quality of  
YORK® heating and cooling  
equipment products

# 100% Satisfaction Guarantee

Through the 100% Satisfaction Guarantee, Certified Comfort Experts can ensure the comfort of their homeowners by offering an exclusive guarantee. If a homeowner is not satisfied with their new system within one year of the original installation date, the installing Certified Comfort Expert contractor can take several actions to restore the comfort of the customer.

- 01 Repair the problem at no charge to the homeowner
- 02 Replace the installed equipment
- 03 Refund the unit

The 100% Satisfaction Guarantee provides the consumer with peace of mind and confidence in utilizing the services of a Certified Comfort Expert. CCEs should use this added selling tool on every new installation to showcase their dedication, credibility and technical prowess as CCE contractors.

*\* Certified Comfort Expert must follow the appropriate guidelines in order to qualify for the guarantee at the time of sale. See your territory Manager for additional information.*



[Solution Navigator > Marketing > Marketing Library > Contractor Success Programs > 100% Satisfaction Guarantee.](#)

For information on the First Year Unit Replacement, contact [upgarranty@jci.com](mailto:upgarranty@jci.com)

## Second-Year Unit Replacement Warranty

Through the Second Year Unit Replacement Warranty, Certified Comfort Experts can ensure the comfort of their homeowners by offering an exclusive guarantee. If a product sold and installed by a CCE has a failure of a major component before the second anniversary of the installation, the contractor will have the option to secure and install a replacement product with labor included. Major components include: compressor, outdoor coil, reversing valve and heat exchanger.



**The Second-Year Unit Replacement Warranty provides the consumer with peace of mind and confidence in utilizing the services of a Certified Comfort Expert. CCEs should use this added selling tool on every new installation to showcase their dedication, credibility and technical prowess as CCE contractors.**

# Homeowner Letters

Estimated annual value: \$1,000

Homeowner Letters by the YORK® brand turn one-time shoppers into lifelong customers. The letters are automatically sent after the equipment has been registered for warranty. Each letter includes a message and the installing contractor's contact information for future service needs. These communication touch points with the homeowner within the first year of their purchase and installation enhance the customer experience and allow contractors to secure loyal customers.

## Contractor benefits

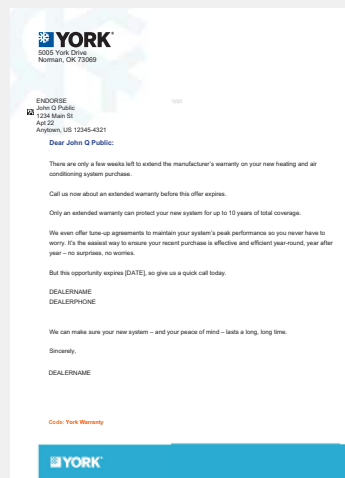
### Thank You Letter

Strengthen customer bonds with a courtesy thank you letter sent within 30 days of warranty registration.



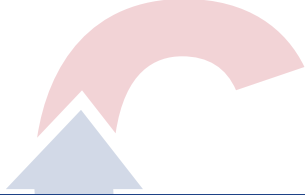
### Extended Warranty Letter

Provide an extended warranty with an automatic mailed notification within the first year of ownership.



**Pro tip:** Contractors may use homeowner letters as the foundation for building a post-purchase relationship with the consumer. They can be the start of ongoing seasonal follow-up efforts or a referral program.

Proforma Prime Services | [patrick.doughty@proforma.com](mailto:patrick.doughty@proforma.com) | 405-830-603



# Ducted Systems Academy

Estimated annual value: up to \$7,500

Ducted Systems Academy offers an easy-to-navigate interface with digital, mobile-friendly product reference, self-paced technical training courses and live online and classroom training with our success coaches. Courses include everything from 'HVAC for Non-Technical Personnel' for the novice, to more advanced courses specific to our residential and commercial equipment.

The Centers of Excellence encompass four essential disciplines, providing a pathway for personal and professional growth: technical, sales, professional development and leadership training. Courses are delivered through a combination of hands-on technical training, virtual instructor-led, online self-paced and engaging classroom-style learning experiences. We understand that time is valuable, therefore, our course schedules are designed for effective time utilization and maximum impact.



## Contractor benefits

### Liberties

- Training site
- Field reference guides
- Academy TV

### Liberties Plus

- Liberties benefits
- \$3,000 in Academy Match Dollars

### Certified Comfort Expert

- Liberties benefits
- \$7,500 in Academy Match Dollars

Academy Match Dollars are offered exclusively to contractors enrolled at the eligible program levels and are applied at the discretion of the contractor. Match Dollars may be applied to any Ducted Systems Academy tuition-based course to offset up to 50 percent of the cost of the published tuition.

Match Dollars are available on course registrations received through the end of the program year. **The remaining tuition balance for registered course(s) is due upon course registration and may be claimed towards available co-op funds at 100 percent.**

**Pro tip:** Be sure to guide your contractors to review all available training and sign up for classes!

Ducted Systems Academy | [admin@ductedsystemsacademy.com](mailto:admin@ductedsystemsacademy.com)



# GoTemp Pro Mobile App

Faster. Smarter. More powerful.

GoTemp Pro provides instant access to complete Ducted Systems product information and our RDS Calculator — all in one place. Available on iOS and Android, users can quickly view information for commercial and residential products through a newly improved interface and navigation.

## Installing and logging in

Two ways to install:

1. Find the GoTemp Pro app in the App Store (Apple) or Google Play (Android).
2. Scan the following QR codes:

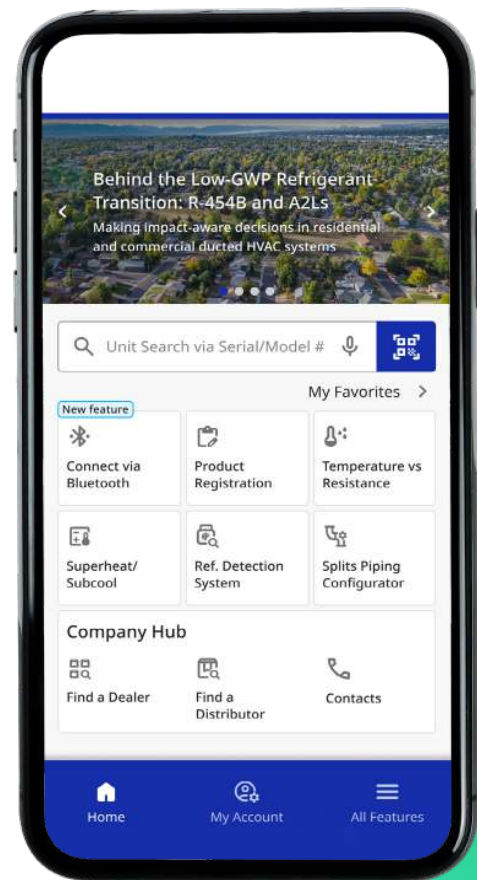


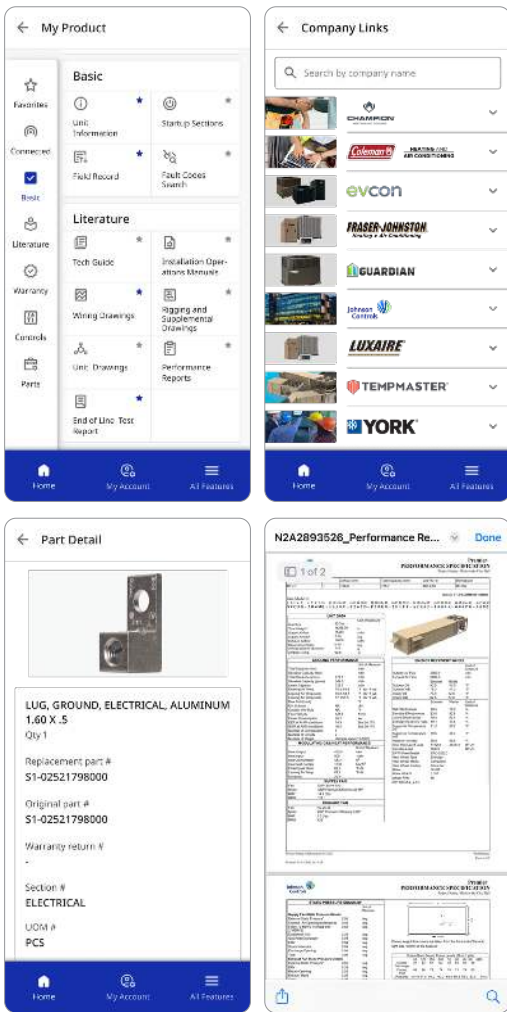
**App Store (Apple)**  
GoTemp Pro mobile app



**Google Play (Android)**  
GoTemp Pro mobile app

After downloading the app, log in using your Solution Navigator credentials, or use our guest login to view products or request full access.





## All the information you need, exactly when you need it

The GoTemp Pro mobile app provides product information, unit nomenclature, startup sections and control information when users scan a unit's QR code or enter the unit's serial number.

Users can also access:

- RDS Calculator
- Tech guides and installation manuals
- Wiring diagrams
- Refrigerant piping configurator
- Superheat and subcool
- Temp vs. resistance
- Controls information
- Parts finder
- Fault codes
- Training
- Unit-specific literature
  - Performance reports
  - Unit drawings
- Startup sections
- Product registration
- Connection to commercial equipment with Bluetooth connectivity

## Easier warranty navigation

Finding product registration and warranty claims is easier than ever with GoTemp Pro. All warranty-related information is in the Warranty tab, so users spend less time searching and more time growing their business.

- View warranty status
- Submit product registration
- Enter warranty claims
- Purchase extended warranties
- App exclusive: unlock premium extended warranties upon training completion for no additional cost

Put the power in your hands. Download the GoTemp Pro app today!





# Contractor Savings

Estimated annual value: value will vary by the frequency and amount of use

The preferred vendor network includes a comprehensive list of resources and services to help contractors with various aspects of their business. Contractors can expect to do business with vendors fully vetted by us. In many cases, special prices have been negotiated, with even greater discounts for CCE dealers. To maximize the savings potential, many of the services are eligible for a reimbursement rate that is higher than the standard co-op at 50%. Refer to the Preferred Vendor Network operating letter or the Distributor Support Fund operating letter for details on the reimbursement rates.

## Featured vendors

### Website and marketing solutions

- BxB Media
- Service.ly

### Online reputation management

- Podium
- Bravo by BxB

### Business software solutions

- HVACBizPro
- Pricebook Digital

### Gifting service

- To Your Success

### Promotional items and signage

- Hollywood Banners
- Proforma Prime Services
- Tangible Advertising (A division of Western Associates, Inc.)
- Total Identity Solutions
- Worrell Corp



# Everything the local business needs to win

## What is Podium?

Businesses use Podium's suite of messaging tools to get online reviews, convert website customers, and streamline their business operations by using text for every vital conversation. Podium is proud to work with over 100,000 businesses, reaching over 1 in 3 cell phone users in America.



### Get found and chosen online.

Build an online review presence that drives new leads and helps your business to stand out from the competition.



### Build lasting relationships.

Don't just transact. Start conversations with your customers to build deep relationships that keep them coming back again and again.



### Consolidate tools and work more efficiently.

Podium makes it easy to manage and scale customer interactions, improve efficiency across sales and service, and reduce point solutions.

[try.podium.com/york/](http://try.podium.com/york/)



## Podium is modernizing local businesses.

Podium's all-in-one platform helps deliver seamless experiences for your customers and employees on the channels everyone prefers. These tools are designed to help you:

- Get more leads and customers through the door
- Centralize communications across channels and allow you to run effective marketing campaigns
- Collect payment through text or in person and bring it seamlessly into the customer experience

Hi! I was hoping to make an appointment for next Friday.

Does 1pm work?

Perfect! Thank you.

Thanks for your payment. View your receipt from Valley HVAC for \$155.00: <http://pay.podium.com>

**Tina paid \$155.00**  
Invoice number: 2017046-8403-01

Leave Valley HVAC a review  
<http://pdm/rvw.com/96en467>

★★★★★  
Valley HVAC is amazing! They were so helpful and easy to work with!

Hey Tina, this is DJ at Valley HVAC. It's getting chilly, here are some tips for winter, with a 5% off coupon for your next service!: <https://c.podium.co/winter-tips>

\*Based on an actual Podium conversation.



## SUMMERS™ Plumbing Heating & Cooling

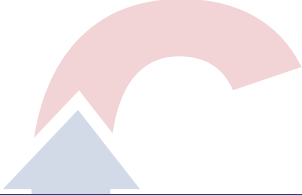
**“The convenience of Podium is awesome, it’s super user friendly. One thing that I love is that the accounts are all in one place, our customer service team loves how easy it is to use and navigate.”**

Mindy McCorkle  
Coordinator of Strategic Growth and Development

- 1,000+ yearly webchat leads
- 1,300+ conversations in podium
- 1100+ yearly reviews

[try.podium.com/york/](http://try.podium.com/york/)

YORK® and the Sunflake Design are registered trademarks of Bosch



YORK and Hitachi equipment eligible for rewards

# Contractor Spiffs

Estimated annual value: \$2,200

Our Contractor Spiffs Program is designed to reward contractor sales personnel for the sales of **YORK and Hitachi equipment** and to incentivize higher product mix. Qualified products installed during selected promotional months are eligible for a contractor spiff.

**As a part of our highest level of partnership, Certified Comfort Experts have access to Contractor Spiffs all year long.**

## Contractor benefits



### Increase average ticket price

Sales spiffs are designed to encourage mix improvement, thereby increasing average ticket price.



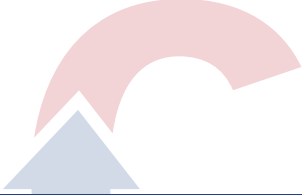
### Flexible offering

Distributors can choose any nine months in the calendar year for Liberties Plus contractors, based on when your business needs it the most to drive product mix.



**Did you know** that submitting a contractor spiff claim automatically registers the equipment for warranty?

**Pro tip:** Match our spiffs with additional spiffs of your own. They can be throughout the year, during critical periods, for all program contractors or just your CCEs, depending on your growth goals for the year.



## Contractor Spiffs

Achieve Business Results | Estimated Annual Program value:

Included with:

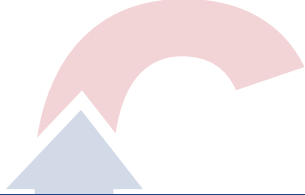
- Certified Comfort Expert

### Incentive Schedule

Air Conditioners and Heat Pumps				Total Spiff
Type	Model Numbers			Total Spiff
		18 - 19+ SEER2	YXV / YHV / YCV / YZV / YH9 / YXT / YC8 / YZT	\$110
17 SEER	YFK / YCG	16 – 18 SEER2	HMCG2 / HMG7 / YH6 / YC6 / HH8	\$60
16 SEER	YHM / YHG	15.2 SEER2	YC2F / YH2F / YH5	\$50
14 SEER	YFE / TCHE / THE / YCS / YCE / YHE / YEE	14.3 SEER2	YC2E / YC4 / YH2E / YH4	\$20
13 SEER	YFD / TCD / YCD / TCHD	13.4 SEER2	YC2D / YC3	\$20

Furnaces			Total Spiff
Type	Model Numbers		Total Spiff
Premium	YP9C / YPLC / Y9VV		\$60
Enhanced	TM8V / TM8Y / TM9V / TM9Y / Y82E / Y92E / Y82V / Y92V		\$30
Standard	TL9E / TM9E / TM8E / TL8E / Y81E / Y91E / Y91H / Y81H		\$20
Air Handlers			Total Spiff
Type	Model Numbers		Total Spiff
All	JHV / JHC / JMC / JHE / JME / JSC / JSE		\$20
Packaged Units			Total Spiff
Type	Model Numbers		Total Spiff
Premium	PCG6 / PCE6 / PHE6 / PHG6 / PC5 / PG5 / PH5 / PD5		\$60
Standard	PCG4 / PCE4 / PHE4 / PHG4 / PC3 / PG3 / PH3		\$50
Ductless Mini-splits and Mini-VRF			Total Spiff
Type	Model Numbers		Total Spiff
Indoor Unit			Total Spiff
Premium	RAK-GJ / RAK-XJ		\$50
Standard	JPE / P-AP / PCI / PCIM / PPFC / PPK / PPIM / RAD-GJ / RAF-FJ / RAK-DJ / RAK-EJ / RAI-GJ		\$40
Outdoor Unit			Total Spiff
Premium	RAC-GJ / RAC-XJ / RASM		\$50
Standard	RAM-G / PAS / RAC-DJ / RAC-EJ		\$40
Mini-VRF	HVAHP		\$50

Note: All amounts depicted above are in United States Dollars (USD). R410-A model numbers are eligible in Canada only.



Certified Comfort Expert Program

# The Welcome Package

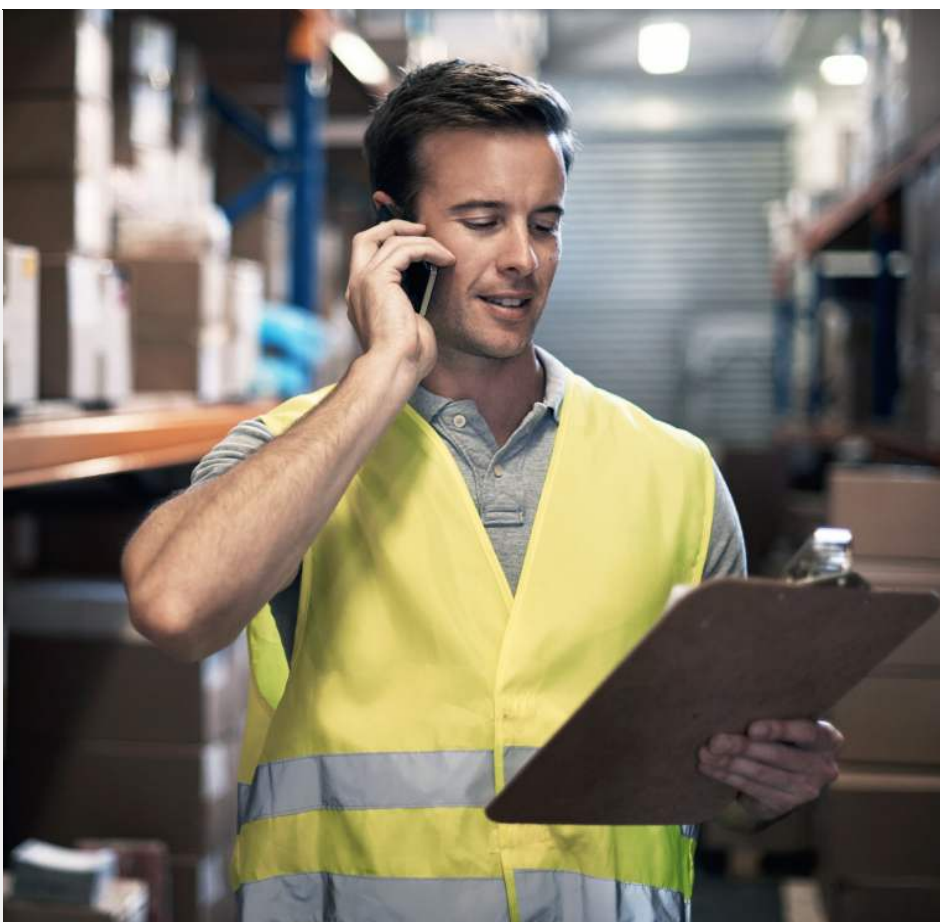
Estimated annual value: \$1,100

## Exclusive Branding Fund and CCE Welcome Kit

Partnering with a new brand is a noteworthy decision for any contractor. We provide exclusive funds to support CCE contractors in their efforts to align with our brand. The 100% branding fund of \$1,000 above value is coupled with the welcome kit, including:

- Business signs
- Retail merchandising
- Uniform apparel
- Vehicle identification
- Home show materials
- Literature

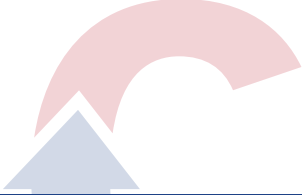
**The Branding Fund** is limited to new, incoming CCEs and must be used and claimed within 12 months of CCE registration.



Incoming CCE contractors may rest assured that participation in this program level will be an easy, yet exciting next step for their business. We've partnered with a promotional products vendor for seamless ordering of all branding materials, or contractors may use these funds with a vendor of their choice and submit a claim according to the Distributor Support Fund (Co-Op) policy.

In addition to the branding fund, incoming CCE contractors will receive a professionally designed **Welcome Kit\***. They will have the flexibility to select what items to add to their kit through an online store, and then ship to an address of their choosing. **New CCE contractors can order their welcome kit by visiting [ds-merchandise.com](https://ds-merchandise.com)**

\*The Welcome Kit is limited to new, incoming CCE contractors and only one kit per company is available.



## TRAVEL REWARDS

Century is pleased to present our trip program to all qualified residential equipment dealers. We offer this as both an incentive and reward and look forward to spending time relaxing, having fun, and socializing with our best customers. General rules regarding qualifications, limitations, and exclusions are outlined below. We look forward to having you join us on a future trip!

### EARN POINTS TOWARDS:

- Bi-annual Century Dealer Trip
- Private Guided Hunt at 20,000 acre Canyon Ranch

### DEALER QUALIFICATIONS

- You must be registered as a dealer for the current year.
- Sub-distributors do not qualify.
- Dealer must purchase a minimum of \$50,000 in qualified equipment annually. (See limitations and exclusions below.)

### POINT FUNDING

- **Dealer will accumulate trip points based on 1.5%\* of their total annual Century purchases after minimum is met. \*Commercial equipment purchases earn 0.5%.**
- A "Trip" is defined as two people utilizing double occupancy inclusive of round trip airfare from the departing city, transfers, and accommodations.
- Qualifying dealers that do not earn the total value of the group trip may pay the difference.
- A dealer may purchase a maximum of three group trips equivalent to six people (three couples) and three rooms.
- Points accrue in one 24-month period. Points accumulated during 2026 and 2027 may be redeemed toward the 2028 February Dealer Trip.
- Points not used within 3 months of the end of the 24-month accumulation period will expire.

### LIMITATIONS AND EXCLUSIONS

- Dealer's account with Century must be in good standing to participate in the trip or redeem points.
- Purchases employing special job quotes & low-margin projects will not count toward the trip.
- Total purchases exclude tax, freight, delivery charges, after-hours fees, training classes, and all other non inventory purchases.
- See the current Century Incentive Rewards Program for full details.

**TWO YEAR PROGRAM!**  
 Points add up in 2026 and 2027 for each year you qualify.

## SOME OF OUR PREVIOUS DEALER TRIPS INCLUDE:

LAKE TAHOE, CALIFORNIA



PUERTO VALLARTA, MEXICO



GUANACASTE, COSTA RICA



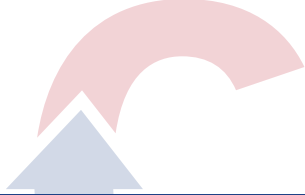
LAS VEGAS, NEVADA



CABO SAN LUCAS, MEXICO



WAIKIKI BEACH, HAWAII



## Certified Comfort Expert Program

# Certified Comfort Expert Program

The Certified Comfort Expert (CCE) Program and designation are for those contractors who set the highest standards in our industry, demonstrate the highest level of performance and show unwavering commitment to customer satisfaction.



The CCE Program allows contractors to gain a stronger position in the marketplace and maintain an edge over the competition

### Benefits

- Dealer Locator distinction that showcases a CCE dealer above all others
- Dealer can offer a 100% Satisfaction Guarantee
- Year-long Contractor Spiffs
- CCEs have access to enhanced, year-round financing buy-down rates
- Ducted Systems Academy Match Dollars for continued education by industry-leading trainers
- Exclusive pricing and benefits from preferred vendor partners
- Merchandizing and marketing support specifically for CCEs
- Recognition in the marketplace

### Requirements

- A recommended loyalty of  $\geq 70$  percent
- Brand presence on website (equal to or greater than other manufacturers)
- Minimum online reputation management requirement:
  - 4.0+ Google review rating
  - 20 minimum reviews
  - Eight new reviews per month are recommended
- Attend recommended training
- Recommended to offer the 100% Satisfaction Guarantee on all replacement jobs

The CCE designation is a clear indication to the homeowner that they are working with the best in the business. Contractors who carry the CCE distinction:

- **Possess extensive knowledge:** participate in ongoing training regarding the latest developments in product design and energy efficiency so that they may identify specific solutions for home comfort
- **Are committed to quality:** install premium-quality equipment that is energy efficient, reliable and quiet
- **Do the job right the first time:** focus on quality installation and have proven success in creating and maintaining reliable, consistent home comfort

## 2026 DEALER PROGRAM ENROLLMENT FORM

By signing at the bottom of this page, I am registering to be a York dealer and commit to the following annual York Residential and Commercial equipment purchases from Century HVAC Distributing during the period from January 1 through December 31, 2026. Furthermore, I agree to use my best efforts to actively promote, market, and sell York products offered by Century HVAC Distributing and to uphold the value of the York name, trademark, and reputation.

2026 Dealer Program Information				
<b>Dealer Program Level (check one):</b>			<b>York Equipment Purchase Volume:</b>	
Liberties-\$50,000 + \$650 enrollment fee	Liberties Plus-\$75,000 + \$2,900 enrollment fee	CCE-\$100,000 + \$4,650 enrollment fee	2025 Confirmed \$ _____	2026 Forecast \$ _____

### Co-op Budget Information

The Co-op Advertising Budget will accrue based on residential York® branded equipment purchases made between 11/1/2025 and 10/31/2026. All claims must be submitted to [coop@centuryhvac.com](mailto:coop@centuryhvac.com) no later than 12/1/26 to be considered for credit to your Century account. Please see the 2026 York Dealer Benefits Guide for program rules, proper logo use, and exclusions. Allow 30-Days for Co-op Processing.

### Dealer Information

Company Name	Principal Owner(s)
Physical Address (No PO Box)	City, State, Zip
Phone	Email
Company Website	Century Account Number(s)

**Business Mix:**    AOR \_\_\_\_\_ %    RNC \_\_\_\_\_ %    Commercial \_\_\_\_\_ %

### Technician Information

Please fill out this information for any technicians who need access to Spiffs, Proficient Tech, or Equipment Specs.

Technician Name	Email	Social Security No. <small>(only enter for Dealer Spiffs)</small>	Proficient Tech Training Access?	Equipment Spec Access?
			o Yes   o No	o Yes   o No
			o Yes   o No	o Yes   o No
			o Yes   o No	o Yes   o No
			o Yes   o No	o Yes   o No

Principal Signature	Printed Name	Date
Territory Manager Signature	Territory Manager ID	Date
Dealer Initial Here for Acknowledgment _____		

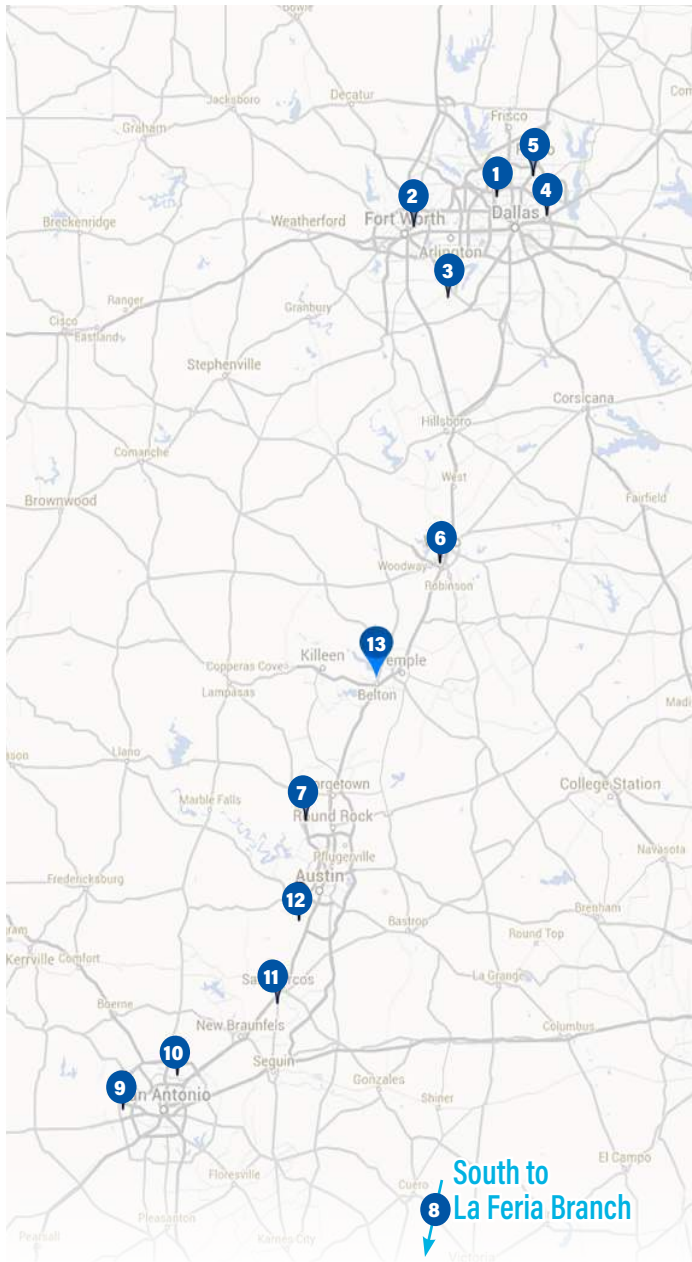




## CENTURY BRANCH LOCATIONS

*WE'RE COMMITTED TO BEING THE  
BEST HVAC WHOLESALER IN TEXAS!*

We bring you the best equipment, parts, and supplies in the industry at each of our 13 exceptionally stocked warehouses.



### NORTH TEXAS

- 1 DALLAS**  
(972) 241-7007
- 2 FORT WORTH**  
(817) 831-9675
- 3 MANSFIELD**  
(817) 435-9675
- 4 MESQUITE**  
(972) 270-2465
- 5 RICHARDSON**  
(972) 470-9119
- 6 WACO**  
(254) 296-0505

### CENTRAL & SOUTH TEXAS

- 7 CEDAR PARK**  
(512) 528-9675
- 8 LA FERIA**  
(956) 507-7968
- 9 SAN ANTONIO**  
(210) 377-3991
- 10 WEST SAN ANTONIO**  
(210) 591-1910
- 11 SAN MARCOS**  
(512) 392-1114
- 12 SOUTH AUSTIN**  
(512) 280-9675
- 13 BELTON**  
(254) 440-9675