

2023 Contractor Success Programs

Rewards of a Superior Partnership

Our Contractor Success Programs were created with our contractors' success in mind. By offering the industry's most powerful set of independent HVAC contractor business support tools, our industry-leading marketing programs are designed to help you generate leads, close more sales, and achieve tangible business results.

Find the program that works best for you, your goals, and your business

Liberties

Basic level of participation that provides contractors with a variety of financial, promotional, business and training tools and resources.

Liberties Plus

All the benefits of the Liberties program, plus enhanced programs, particularly in technology.

Certified Comfort Expert

A partnership between the contractor, distributor and manufacturer helping these contractors differentiate themselves in the marketplace and achieve their goals.

Three Levels of Partnership



CONNECT WITH PROSPECTS

These marketing tools help put your business in front of more customers

	Liberties	Liberties Plus	Certified Comfort Expert
Home Services Scheduling by Dispatch	✓	Enhanced	Enhanced
Dealer Locator	✓	Enhanced	Enhanced
Marketing Navigator	✓	✓	✓



ENGAGE WITH CUSTOMERS

These tools and incentives help turn shoppers into buyers

	Liberties	Liberties Plus	Certified Comfort Expert
Residential Financing by Synchrony	✓	Enhanced	Enhanced
Second Look Financing by Fortiva	✓	✓	✓
Commercial Financing by Marlin Capital	✓	✓	✓
Ultimate Home Comfort		✓	✓
Promotional Extended Warranty		✓	✓
Homeowner Rebates		✓	✓
Homeowner Letters by Proforma		✓	✓
100% Satisfaction Guarantee			Exclusive
First-Year Unit Replacement			Exclusive



ACHIEVE BUSINESS RESULTS

These tools help turn good businesses into great businesses

	Liberties	Liberties Plus	Certified Comfort Expert
Ducted Systems Academy	✓	Enhanced	Enhanced
Personal Use Rebates	✓	✓	✓
Vehicle Discount Privileges	✓	✓	✓
Contractor Spiffs		✓	✓
Dealer Loyalty Savings*			Exclusive

*Where available

All levels of participation may require meeting an annual commitment purchase minimum or exclusivity agreement. Contractor Success Program registrations must be renewed annually. After your registration or renewal, you will be provided access to the Marketing Dashboard and Marketing Navigator

Home Services Scheduling by Dispatch

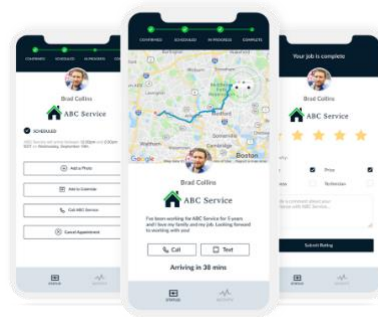
Connect with Prospects | Estimated Annual Program Value: \$2,500

Included With

- All Levels

The Home Services Scheduling program by Dispatch supports you in generating leads and enhances the homeowner experience with your business. With a direct integration to our dealer locator, you will have the ability to capture leads digitally, make an impactful first impression, and start building a loyal relationship with that customer.

Eligible companies will benefit from a Lite, Plus, or Power license to the platform. All enrolled contractors will have access to Lite. Liberties Plus contractors may opt into Plus at no additional cost and Certified Comfort Expert Contractors may opt into Power at no additional cost. CCE contractors will have the option to offer online scheduling on their OWN website for free by adding a personalized **Schedule Now** button.



Key Benefits

Lite	Plus	Power
<ul style="list-style-type: none"> • Job Status Visibility • Accept Jobs • Appointment Scheduling with Suggested Times • Add Notes/Attachments/Photos 	<ul style="list-style-type: none"> • Lite Benefits • Full Customer Experience • Assign Jobs • Send and Accept Estimates, Invoices and Payments • View Reports 	<ul style="list-style-type: none"> • Lite and Plus Benefits • Message with Customer • Build Online Reputation • Travel Reporting • Call Masking • QuickBooks Integration and Sync • Credit Card Processing • Schedule Now/Web Booking Page Link

Access to the Lite, Plus, and Power licenses for this program is funded by Johnson Controls. Companies using a Plus or Power license that remains inactive and that don't use the additional functionality of the license for 30 consecutive days will be downgraded to Lite. To opt into a greater license, contact support@dispatch.me.

How to Participate

1. Discuss a partnership with our brand with your Distributor Representative or Territory Manager.
2. Distributor enrolls dealer in the "Home Services Scheduling by Dispatch" program in the Marketing Dashboard.
3. Within 14 days of enrollment, Dispatch will send a notification to the dealer with an invitation to join training and set up their account.
4. Contractor may contact the program partner for ongoing support at support@dispatch.me.

Key Resources and Contacts

Additional information about this program can be found in HVAC Navigator using the following path:

Navigator -> Marketing -> Marketing Navigator -> Program Operating Resources

Dispatch (Program Partner)
support@dispatch.me

Ducted Systems Channel Marketing
bts-ds-marketing@jci.com / 833-242-7869

Dealer Locator

Connect with Prospects | Estimated Annual Program Value: \$500

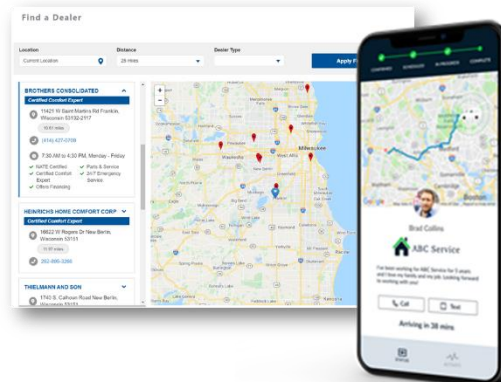
Included With

- All Levels

Customers look to the web to find the best products at the best prices—and we know how essential it is to be visible. With our dealer locator, you'll be easy to find for any customer who is looking for our products or dealers.

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 the Home Services Scheduling by Dispatch program will also benefit from a seamless integration for homeowners interacting with their business.

Remember that by adding more attributes to your locator listing, you are sending an important message to the homeowner about why they should do business with you!



Key Benefits

Locator Experience	Dealer Listing Attributes	Integration with Dispatch
<ul style="list-style-type: none"> • Results populated by geographic distance • Based on familiar online search functionality 	<ul style="list-style-type: none"> • Hours of operation • Minority owned • Offers financing • Parts and service • 24/7 • Veteran owned • Website URLs 	<ul style="list-style-type: none"> • “Book Appointment” function activated for participating dealers • Reporting and tracking ability • Improved experience for homeowners

How to Participate

1. Discuss a partnership with our brand with your Distributor Representative or Territory manager
2. Distributor enrolls the dealer in the “Dealer Locator” program in the Marketing Dashboard and populates all the necessary information on the enrollment form
3. Dealer’s contact information will populate on the live locator within seven days of enrollment in the system

Key Resources and Contacts

For additional information about Dealer Locator reach out to your Territory Manager.

Ducted Systems Channel Marketing
bts-ds-marketing@jci.com
 833-242-7869

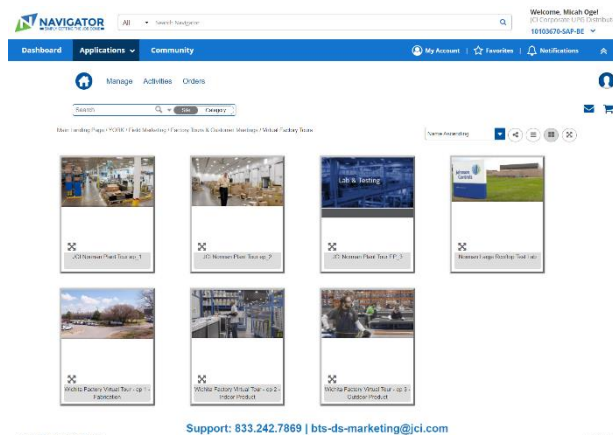
iBusiness Application Support
navigatorsupport@hvacnavigator.com
 844-319-0726

Marketing Navigator

Connect with Prospects | Estimated Annual Program Value: \$5,000

Included With
• All Levels

Marketing Navigator serves as your one-stop online marketing resource for updated content, photography, advertising, and collateral. In addition, the platform is your primary resource for all Channel Marketing programs.



Key Benefits

Marketing and Brand Resources	Field Marketing and Product Content	Program Information
<ul style="list-style-type: none"> Direct mail Door hangers Advertising Radio and TV ads Posters Logos Brand guidelines 	<ul style="list-style-type: none"> Tradeshows and events Merchandising Product collateral Catalogs Maintenance and service documentation 	<ul style="list-style-type: none"> Program Information Portal <ul style="list-style-type: none"> Contractor Success Programs Incentives Preferred Vendors Program Operating Resources (Distributors Only)

How to Participate

1. Discuss a partnership with our brand with your Distributor Representative or Territory manager
2. Distributor enrolls the dealer in the "Marketing Navigator" program in the Marketing Dashboard and populates all the necessary information on the enrollment form
3. Upon successful enrollment in Navigator and the Marketing Dashboard, the dealer will have access to the "Marketing Navigator" tile
4. Access the platform and browse, customize, and download content
5. Customers interested in purchasing materials using a purchase order must apply for eligibility by contacting bts-ds-marketing@jci.com and commit to purchase \$5k in annual collateral purchases

Key Resources and Contacts

For additional information about Marketing Navigator reach out to your Territory Manager.

Ducted Systems Channel Marketing
bts-ds-marketing@jci.com
833-242-7869

iBusiness Application Support
navigatorsupport@hvacnavigator.com
844-319-0726

Residential Financing

Engage with Customers | Estimated
Annual Program Value: \$2,500



Included With
• All Levels

Don't let your competitors have the upper hand when it comes to financing. Offering financing on every job helps contractors close more sales while helping their customers get the HVAC solution, they really want by breaking the cost down into affordable monthly payments. Our 2023 Residential Financing program by Synchrony offers a wide selection of consumer promotions at very competitive dealer rates.

75%

Of Synchrony dealers report financing increases their average sale*

*Synchrony Dealer Survey, Home Improvement 2021;

**Synchrony 8th Major Purchase Consumer Study, Home Improvement 2021

62%

Of cardholders feel promotional financing makes their larger purchases more affordable **

Key Benefits

Significant Value	Flexibility	Digital Tools
<ul style="list-style-type: none"> Enrolled contractors benefit from competitive dealer fees as low as 2% 	<ul style="list-style-type: none"> The Power of Choice by Synchrony offers dealers the option to easily customize promotional offerings Combine multiple Channel Marketing programs for increased value 	<ul style="list-style-type: none"> Improved Apply Now customized dealer links Synchrony Transact payment estimator Enhanced prefill technology Contactless customer experience

How to Participate

1. Discuss a partnership with our brand with your Distributor Representative or Territory manager
2. Distributor enrolls the dealer in the "Residential Financing" program in the Marketing Dashboard and populates all the necessary information on the enrollment form
3. Upon successful enrollment in Navigator and the Marketing Dashboard, the dealer principal will have access to the "Synchrony Financial Application" link on the Marketing Dashboard
4. Complete the information on that page and a member of the Synchrony Financial team will follow-up with application status
5. For additional questions, you may contact Synchrony at 1-877-891-9803

Key Resources and Contacts

Additional information about this program can be found in HVAC Navigator using the following path:
Navigator -> Marketing -> Marketing Navigator -> Program Operating Resources

Synchrony Financial
1-877-891-9803

Ducted Systems Channel Marketing
bts-ds-marketing@jci.com / 833-242-786

Second Look Financing by Fortiva

Engage with Customers | Estimated Annual Program Value: \$1,000

Included With

- All Levels

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 from Fortiva offers a payment alternative with longer terms and lower payments than tertiary lending options.

New for 2023! Did you know that you can now integrate Synchrony and Fortiva to ensure that declined customer applications flow seamlessly into second look financing?



Key Benefits

Significant Value	Flexibility	Digital Tools
<ul style="list-style-type: none"> Enrolled contractors benefit from a competitive 9.99% dealer fee negotiated based on the size of our network 6 and 12 month deferred interest options available 	<ul style="list-style-type: none"> Approvals down to 500 FICO score Approvals of approximately 25% to 50% of what primary lenders turn down No job completion paperwork to send 	<ul style="list-style-type: none"> 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

How to Participate

1. Discuss a partnership with our brand with your Distributor Representative or Territory manager
2. Distributor enrolls the dealer in the "Second Look Financing" program in the Marketing Dashboard and populates all the necessary information on the enrollment form
3. Upon successful enrollment in Navigator and the Marketing Dashboard, contact assistance@fortivafinancial.com to complete an application to become a merchant

Key Resources and Contacts

Additional information about this program can be found in HVAC Navigator using the following path:

Navigator -> Marketing -> Marketing Navigator -> Program Operating Resources

Fortiva Financial
assistance@fortivafinancial.com
 800-708-2841

Ducted Systems Channel Marketing
bts-ds-marketing@jci.com
 833-242-7869

Commercial Financing by

Engage with Customers | Estimated Annual Program Value: \$1,000



Included With
• All Levels

In today's world, cash flow is a key concern for most businesses. A financing solution is a path to purchase for these firms allowing them to invest in their business while maintaining stability. Oftentimes it is the difference between repairing and replacing. With commercial financing by Marlin Capital Solutions (formerly Horizon Keystone), proactively offering financing is made easy. Offering a monthly payment on every proposal will help you close more sales!



Key Benefits

Significant Value	Flexibility	Digital Tools
<ul style="list-style-type: none"> • No dealer cost • Higher closing ratios deliver competitive advantage • Larger sales because the change in the monthly payment is minimal • Increased profit margins 	<ul style="list-style-type: none"> • Finance jobs as little as \$1K • Include equipment, accessories, and services • Advanced funding to dealers up to 100% • Total replacement project financing creates larger overall sales and profits • Decrease administrative tasks, accounts receivable and eliminate collection problems 	<ul style="list-style-type: none"> • Online application • Personalized financing link for customer quotes and contractor websites • 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

How to Participate

1. Discuss a partnership with our brand with your Distributor Representative or Territory manager
2. Distributor enrolls the dealer in the "Commercial Financing" program in the Marketing Dashboard and populates all the necessary information on the enrollment form
3. Upon successful enrollment in Navigator and the Marketing Dashboard, go to www.hvacfinancing.com and click Dealer Enrollment at the top of the page to complete an application to become a merchant

Key Resources and Contacts

Additional information about this program can be found in HVAC Navigator using the following path:
Navigator -> Marketing -> Marketing Navigator -> Program Operating Resources

Marlin Capital Solutions
www.hvacfinancing.com
800-606-0049

Ducted Systems Channel Marketing
bts-ds-marketing@jci.com
833-242-7869

Ultimate Home Comfort™

Engage with Customers

Included With

- Liberties Plus
- Certified Comfort Expert

Ultimate Home Comfort is an industry leading, contractor-based leasing program for residential products. The Ultimate Home Comfort program provides consumers 10-years of bundled services for one low monthly payment.

Key Benefits

Contractor Benefits	Consumer Benefits
<ul style="list-style-type: none">• Zero fees or cost to offer leasing• 10-year parts and labor agreement at No Charge with every lease• 10-year maintenance with every lease• 10-years of contractor projected revenue• Engineered to keep a consumer in the contractor's business for 10-years	<ul style="list-style-type: none">• 10-years of Worry-Free bundled services• 10-years of annual maintenance• 10-years of full parts and labor coverage• Zero pre-payment penalties• Engineered to keep a contractor relationship for 10-years

How to Participate

1. Discuss a partnership with our brand with your Distributor Representative or Territory manager
2. Register your company with Fundient Capital
 - a. Submit Fundient Capital Application from HVAC Navigator
 - b. Receive & eSign Fundient Participation Agreement (DocuSign)
 - c. Receive Welcome Email & Click Link to Set Password & Log into Fundient Capital Contractor Portal
3. Set up your Fundient Capital Contractor Portal

Key Resources and Contacts

Additional information about this program can be found in HVAC Navigator using the following path:
Navigator -> Marketing -> Marketing Navigator -> UHC

Ducted Systems Channel Marketing
bts-ds-marketing@jci.com
833-242-7869

Promotional Extended Warranty

Engage with Customers | Estimated Annual Program Value: \$1,000

Included With

- Liberties Plus
- Certified Comfort Expert

To effectively engage with the consumer, provide peace of mind and earn their lifelong loyalty, Elite and Certified Comfort Expert contractors an opportunity to purchase our factory-backed and administered 10-year labor plans at a discounted rate.

Key Benefits

Contractor Benefits

- By including warranties as part of the sale, dealers can generate additional revenue now and book service revenue for the next 10 years
- Warranty can be coupled with a maintenance plan for an even greater impact

Consumer Benefits

- And when a repair is needed, trip charge is included, and parts mark-up is available through these plans at up to 100%
- The homeowner's peace of mind and indoor comfort are secure, resulting in increased customer satisfaction

How to Participate

1. Discuss a partnership with our brand with your Distributor Representative or Territory manager
2. Distributor enrolls the dealer in the "Promotional Extended Warranty" program in the Marketing Dashboard and populates all the necessary information on the enrollment form
3. Upon successful enrollment, contractor may begin to offer the benefit

Key Resources and Contacts

For additional information about Promotional Extended Warranty reach out to your Territory Manager.

Ducted Systems Channel Marketing

bts-ds-marketing@jci.com

833-242-7869

Homeowner Rebates

Engage with Customers

Included With

- Liberties Plus
- Certified Comfort Expert

The Homeowner Rebates program is designed to help contractors close the sales! With this competitive offering on qualifying products, you'll be able to attract new customers, ensure that homeowners can benefit from the value of buying our brand, and provide peace of mind.

Key Benefits

100% Factory Funded

- Fully funded factory program – no dealer contribution.

Competitive Rebate Amounts

- Rebates up to \$425 on a new heating and cooling system.

How to Participate

4. Discuss a partnership with our brand with your Distributor Representative or Territory manager
5. Distributor enrolls the dealer in the "Homeowner Rebates" program in the Marketing Dashboard and populates all the necessary information on the enrollment form
6. Upon successful enrollment letters will begin the following month after registration

Key Resources and Contacts

Additional information about this program can be found in HVAC Navigator using the following path:

Navigator -> Marketing -> Marketing Navigator -> Program Operating Resources

Ducted Systems Channel Marketing

bts-ds-marketing@jci.com

833-242-7869

Homeowner Letters

Engage with Customers | Estimated Annual Program Value: \$1,000

Included With

- Liberties Plus
- Certified Comfort Expert

Turn one-time shoppers into lifelong customers! Homeowner letters are automatically sent when you register their equipment for warranty. Each letter includes a message and your contact information for future service needs. This ongoing communication with the homeowner enhances the customer experience and allows you to provide to secure loyal customers.



Key Benefits

Thank You Letter

- Cement customer bonds with a courtesy “Thank You” letter sent within 30 days of warranty registration

Extended Warranty Letter

- Secure an opportunity to provide an extended warranty with an automatic mailed notification within the first year of ownership

How to Participate

7. Discuss a partnership with our brand with your Distributor Representative or Territory manager
8. Distributor enrolls the dealer in the “Homeowner Letters” program in the Marketing Dashboard and populates all the necessary information on the enrollment form
9. Upon successful enrollment letters will begin the following month after registration

Key Resources and Contacts

For additional information about Homeowner Letters reach out to your Territory Manager.

Proforma Prime Services
patrick.doughty@proforma.com
 405-830-6034

Ducted Systems Channel Marketing
bts-ds-marketing@jci.com
 833-242-7869

100% Satisfaction Guarantee

Engage with Customers | Estimated Annual Program Value: \$1,000

Included With

- Certified Comfort Expert

Certified Comfort Expert contractors can offer homeowners a 100% satisfaction guarantee on all our products that they install and service. If a homeowner is not satisfied with the performance of the comfort system, the installing contractor may attempt to repair the equipment to satisfaction or pursue replacements or refunds with the support of our distributors and manufacturer technical services teams.

How to Participate

1. Discuss a partnership with our brand with your Distributor Representative or Territory manager
2. Distributor enrolls the dealer in the “100% Satisfaction Guarantee” program in the Marketing Dashboard and populates all the necessary information on the enrollment form
3. Upon successful enrollment, contractor may begin to offer the benefit

Using the Program

- “100% Satisfaction Guarantee Homeowner Registration Form” must be completed and signed by homeowner during the installation phase. Dealer must complete and retain appropriate Ducted Systems Start Up form. Dealer must provide copy of Homeowner Registration Form and completed Start up Sheet to distributor within 30 days. Product must be registered within 90 days of installation.
- If homeowner is not satisfied with original equipment, dealer must attempt to repair unit/system prior to replacing or removing equipment.
- If equipment cannot be repaired, dealer must get distributor approval to replace or refund.
- Dealer must file a completed “100% Satisfaction Dealer Claim Form”, Homeowner Registration Form and Ducted Systems Start Up form previously completed at installation with the distributor.
- For distributor reimbursement of purchase price from manufacturer of replaced or refunded original equipment, distributor must file a standard warranty claim in reference to the Service Inquiry issued. Original equipment must be returned to distributor and either donated or given to a trade school. Equipment may not be re-sold. If equipment is donated, documentation will be required.

Key Resources and Contacts

Additional information about this program can be found in HVAC Navigator using the following path:

Navigator -> Marketing -> Marketing Navigator -> Program Operating Resources

Ducted Systems Channel Marketing

bts-ds-marketing@jci.com

833-242-7869

First-Year Unit Replacement

Engage with Customers | Estimated Annual Program Value: \$1,000

Included With

- **Certified Comfort Expert**

Certified Comfort Expert contractors can offer homeowners a First Year Replacement Warranty on all our products that they install and service. If a product sold and installed by a Certified Comfort Expert Contractor has a failure of a major component before the first anniversary of installation, the dealer has the option to receive and install a replacement as well as the labor to install the new product*. Major components include compressor, outdoor coil, reversing valve and heat exchanger.

*The purchase of an extended labor warranty will be required for labor coverage. DOA is 30 days.

How to Participate

1. Discuss a partnership with our brand with your Distributor Representative or Territory manager
2. Distributor enrolls the dealer in the “First Year Unit Replacement” program in the Marketing Dashboard and populates all the necessary information on the enrollment form
3. Upon successful enrollment, contractor may begin to offer the benefit

Using the Program

- “First Year Replacement Warranty Homeowner Registration Form” must be completed and signed by homeowner during the installation phase. Dealer must complete and retain appropriate Ducted Systems Start Up form. Dealer must provide copy of Homeowner Registration Form and completed Start up Sheet to distributor within 30 days.
- Product must be registered on Ducted Systems Warranty Registration site within 90 days of installation.
- Failure to register warranty will result in loss of First-Year Replacement Warranty.
- Dealer must be registered as a CCE Dealer at time of installation.
- The purchase of an extended labor warranty will be required for labor coverage. DOA is 30 days.

Key Resources and Contacts

Additional information about this program can be found in HVAC Navigator using the following path:

Navigator -> Marketing -> Marketing Navigator -> Program Operating Resources

Ducted Systems Channel Marketing

bts-ds-marketing@jci.com

833-242-7869

Ducted Systems Academy

**Achieve Business Results | Estimated Annual Program Value:
Up to \$7,500**

Included With
• **All Levels**

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; our course schedules are designed for effective time utilization and maximum impact.



Key Benefits

Liberties	Liberties Plus	Certified Comfort Expert
<ul style="list-style-type: none"> • Training site • Field reference guides • Academy TV 	<ul style="list-style-type: none"> • Base benefits • \$3,000 in Academy Match dollars 	<ul style="list-style-type: none"> • Base benefits • Enhanced benefits • \$7,500 in Academy Match dollars

Academy Match Dollars are offered exclusively to dealers enrolled at the eligible levels and are applied at the dealer's discretion. Match Dollars may be applied to any Ducted Systems Academy tuition-based course to offset up to 50% 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.

How to Participate

1. Discuss a partnership with our brand with your Distributor Representative or Territory manager
2. Distributor enrolls the dealer in the “Ducted Systems Academy” program in the Marketing Dashboard and populates all the necessary information on the enrollment form
3. Upon successful enrollment in Navigator and the Marketing Dashboard, the dealer will have access to the “Ducted Systems Academy” tile

Key Resources and Contacts

For additional information about Ducted Systems Academy reach out to your Territory Manager.

Ducted Systems Academy
admin@ductedsystems.academy

Ducted Systems Channel Marketing
bts-ds-marketing@jci.com

Personal Use Rebates

Achieve Business Results | Estimated Annual Program Value: \$1,500

Included With

- All Levels

Our personal use rebate program encourages current partners, manufacturer employees, industry influencers and other select individuals to specify, purchase and install residential equipment manufactured by and sold with our brand. This program may be adapted in case of emergency relief within market for eligible homeowners. An eligible claimant may claim up to one incentive per calendar year. This program is fully funded by the factory and approved claims will be paid directly to the end user via mailed check in United States dollars. Refer to PUBL-5998 for complete detail on eligibility and participation.



Key Benefits

Eligible Homeowners

- HVAC Contractors
- Industry Influencers
- Military and Veterans
- Distributor and Channel Partners
- Johnson Controls Employees
- Emergency Relief

Factory-Funded Rebates

Air Conditioners and Heat Pumps

20 SEER	\$275
19 SEER	\$250
17 SEER	\$225
16 SEER	\$225
14 SEER	\$100
13 SEER	\$100

Furnaces

Premium	\$150
Standard	\$75

Air Handlers

All	\$50
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Packaged Units

All	\$125
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Ductless Mini-Splits and Mini-VRF

Premium	\$60
Standard	\$50
Mini-VRF	\$60

Key Resources and Contacts

Additional information about this program can be found in HVAC Navigator using the following path:

Navigator -> Marketing -> Marketing Navigator -> Program Operating Resources

Ducted Systems Channel Marketing

bts-ds-marketing@jci.com

833-242-7869

Vehicle Discount Privileges

Achieve Business Results | Estimated Annual Program Value: \$500

Included With

- All Levels

With your partnership, you're eligible for significant discounts on vehicles manufactured by General Motors (GM). Simply go to a participating dealership and provide the paperwork from our customer portal and purchase your vehicle. Discounts are available for both personal use and company use applications.

Key Benefits

Company Fleet Discounts

- Available for GM brands in the United States and Canada
- Special and exclusive rebates only for Independent Contractors and Distributors partnered with our brands
- Simple process and compatible with some fleet rebates
- Unique packages available

Personal use and Employee Discounts



How to Participate

1. Discuss a partnership with your Distributor Sales Representative or Territory Manager
2. Download the appropriate documentation from the vehicle manufacturer you would like to purchase or lease a vehicle from
3. Search for a participating vehicle dealership (specific to Fleet if purchasing for company)
4. Provide the documentation from this portal for your vehicle and the dealership will provide the appropriate price

Key Resources and Contacts

Additional information about this program can be found in HVAC Navigator using the following path:
Navigator -> Marketing -> Marketing Navigator -> Program Operating Resources

Ducted Systems Channel Marketing
bts-ds-marketing@jci.com
 833-242-7869

General Motors
 Lilian Iskander
lilian.iskander@gm.com

Contractor Spiffs

Achieve Business Results

Included With

- Liberties Plus
- Certified Comfort Expert

Our contractor spiff program is designed to reward contractor sales personnel for the sales of our products and to incentivize higher product mix. Qualified products installed during selected promotional months are eligible for a contractor spiff.

Key Benefits

Increase average ticket price

- SPIFFS are designed to encourage mix improvement, thereby increasing average ticket price.

How to Participate

10. Discuss a partnership with our brand with your Distributor Representative or Territory manager
11. Distributor enrolls the dealer in the "Contractor Spiffs" program in the Marketing Dashboard and populates all the necessary information on the enrollment form
12. Upon successful enrollment letters will begin the following month after registration

Key Resources and Contacts

Additional information about this program can be found in HVAC Navigator using the following path:

Navigator -> Marketing -> Marketing Navigator -> Program Operating Resources

Ducted Systems Channel Marketing

bts-ds-marketing@jci.com

833-242-7869

Dealer Loyalty Savings

Achieve Business Results | Estimated Annual Program Value: \$5,000

Included With

- Certified Comfort Expert

With the Dealer Loyalty Savings (DLS), Certified Comfort Expert contractors can earn savings for retirement. It's not easy to build a nest egg for your retirement, so let us help. With annual purchases over \$100,000, an enrolled and eligible contractor in our program can earn funds toward a payment to your designated beneficiary at age 65.

Benefits

Savings Schedule

From	To	Incentive %
\$0.00	\$99,999	0.00%
\$100,000	\$200,000	0.75%
\$200,001	\$500,000	1.25%
\$500,001	\$1,000,000	1.35%
\$1,00,001	\$2,000,000	1.50%
\$2,000,001	No Limit	1.65%

Using the Program

- Contractors must meet all CCE requirements
- New enrollment is on a rolling basis no later than November 30th. For renewal, retained CCE status each year by March 29 or DLS payment benefits will surrendered
- Define who will be paid the DLS payment (designated retirement beneficiary)
- Meet the "Minimum DLS Purchase levels" a minimum of five times before retirement age
- Successful participation occurs upon purchasing the minimum DLS purchase level
- After the fifth successful year of participation, your DLS accrual payment still dependent upon meeting all CCE and DLS requirements until payout

Key Resources and Contacts

Additional information about this program can be found in HVAC Navigator using the following path:

Navigator -> Marketing -> Marketing Navigator -> Program Operating Resources

Ducted Systems Channel Marketing

bts-ds-marketing@jci.com

833-242-7869

Promotional Extended Warranty

YORK distributors may offer discounted extended warranties throughout the 2023 program year. This allows eligible contractors an opportunity to purchase our factory-backed and administered 10-year labor plans at a discounted rate.

Eligible Levels: Liberties Plus and Certified Comfort Expert

Confidence Plans

These plans include:

- 2-year unit replacement for failed compressor on AC, HP, and Residential Package models
- 10-year unit replacement for failed heat exchangers on all York furnaces

Standard warranty card will not change, additional coverage will be reflected on YORKCare contract.

Confidence Plan	SKU	Price ¹ 1/1/23 to 12/31/23	Eligible Product Models	
HP System	YRCPHPSS120LMEPWS	\$574	Heat Pumps	YHE, YEE, YH2E
			Packaged Units	PHE4, PHG4
			Air Handlers	AE, AP, ME, MP, AVC, AVV, MV, MVC, JHET, JMET, JHVV, JHVT, JMVT
			Furnaces	YP9C, YPLC, TM9V, TM8V, TM9E, TM8Y, TM9Y, TM8E, TL9E, TMLE, TL8E
A/C System	YRCPSSPK120LMEPWS	\$436	AC	YCE, YCD, YFE, YFD, YCS, YC2D, YC2E
			Packaged Units	PCE4, PCG4
			Air Handlers	AE, AP, ME, MP, AVC, AVV, MV, MVC, JHET, JMET, JHVV, JHVT, JMVT
			Furnaces	YP9C, YPLC, TM9V, TM8V, TM9E, TM8Y, TM9Y, TM8E, TL9E, TMLE, TL8E

¹Prices shown and billed in US dollars (USD)

Confidence Plus Plans

These plans include:

- 2-year unit replacement for failed compressor and lifetime compressor warranty on Residential Package models
- 10-year unit replacement for failed heat exchangers on all York furnaces
- 10-year unit replacement for failed compressor and lifetime compressor warranty on AC and HP models

Standard warranty card will not change, additional coverage will be reflected on YORKCare contract.

Confidence Plus Plan	SKU	Price ^{1,2} 1/1/23 to 12/31/23	Eligible Product Models	
HP System	YRCPHPSS120LMEPWP	\$539	Heat Pumps	YZV, YZT, YHM, YHG, YH2F, HMMH7
			Packaged Units	PHE6, PHG6
			Air Handlers	AE, AP, ME, MP, AVC, AVV, MV, MVC, JHET, JMET, JHVV, JHVT, JMTV
			Furnaces	YP9C, YPLC, TM9V, TM8V, TM9E, TM8Y, TM9Y, TM8E, TL9E, TMLE, TL8E
A/C System	YRCPSSPK120LMEPWP	\$355	Air Conditioners	YXV, YXT, YFK, YCG, YC2F, HMCG2
			Packaged Units	PCE6, PCG6
			Air Handlers	AE, AP, ME, MP, AVC, AVV, MV, MVC, JHET, JMET, JHVV, JHVT, JMTV
			Furnaces	YP9C, YPLC, TM9V, TM8V, TM9E, TM8Y, TM9Y, TM8E, TL9E, TMLE, TL8E

¹Prices shown and billed in US dollars (USD)

²2024 pricing will be announced by November 1, 2023

Single-Component Promotional Warranty Plans

YORK Confidence and YORK Confidence Plus unit replacement and lifetime compressor warranty enhancements are **not** available in the YORKCare Standard and Premium plans listed below.

Standard	SKU	Price ^{1,2} 1/1/23 to 12/31/23	Eligible Product Models	
Standard Furnace	YRCPFURN120LMEPWS	\$217	Furnaces	TM9E, TM8Y, TM9Y, TM8X, TL8E, TL9E, TMLX, TMLT, TGLS, TMLE, TM8E
			Air Handlers	AE, AP, ME, MP, JHET, JMET
Standard HP	YRCPHP120LMEPWS	\$493	YHE, YEE, YH2E, YHE, YEE	
Standard A/C	YRCPUNIT120LMEPWS	\$321	YCE, YCD, YFE, YFD, YCS, YC2D, YC2E	
Premium Furnace	YRCPFURN120LMEPWP	\$181	Furnaces	YP9C, YPLC, TM9V, TM8V,
			Air Handlers	AVC, AVV, MV, MVC, JHVV, JHVT, JMVV, JHVT, JMVV
Premium HP	YRCPHP120LMEPWP	\$415	YZT, YHM, YHG, HMM7, YH2F	
Premium A/C	YRCPUNIT120LMEPWP	\$259	YXT, YFK, YCG, YC2F, HMC2G	

¹Prices shown and billed in US dollars (USD)

²2024 pricing will be announced by November 1, 2023

Program Terms and Conditions

Contractor Eligibility

- All participating contractors must be actively enrolled in the Promotional Extended Warranty program as a Liberties Plus or Certified Comfort Expert dealer in the Marketing Dashboard at time of installation.
- All participating contractors must be Comfort Plan eligible in Warranty Navigator. This can be verified in the Warranty Navigator application, under the “Dealer Search and Registration” option. Comfort Plan eligible contractors will be listed with a Plan Type of “Extended Warranty.”

Eligible Equipment

- This program is exclusively offered on residential equipment. See above warranty plan tables for eligible products.
- Manufactured housing, new construction installations, and parts do not qualify for promotional programs.
- Three-phase equipment is excluded from this promotion.
- Promotional offers will not be extended for products not in stock.

Plan Orders

- All promotional extended warranty plans described in this letter must be submitted to the warranty admin team in Warranty Navigator within 60 calendar days from the installation date.
- Ineligible contractors, projects, or serial numbers will cause the system to charge the full price of that plan.
- Once an application is approved by the Warranty department, contracts cannot be voided or refunded.
- Discrepancies must be identified, and disputes sent to bts-ds-marketing@jci.com within 60 calendar days of Comfort Plan approval.

Other Terms and Conditions

- Full detail on how to use the unit replacement benefit is available by referring to YS-SP59-2020.
- Processing and administrative guidance is available from the Ducted Systems Warranty department at upgwarranty@jci.com.
- All program participation is subject to review and audit by the Sales and Marketing Programs department. Any program activity determined to be non-compliant will be denied.
- Non-compliance with program terms or conditions may render the distributor and/or contractor to ineligible to participate in the program.

Contact us at **833-242-7869** or bts-ds-marketing@jci.com for questions, feedback or other support



YORKCare Promotional Extended Warranty

Frequently Asked Questions

Are condenser coils and heat exchangers considered major components and thus failures of each allow for unit replacement?

They are both major components. A furnace heat exchanger failure is covered under the Confidence and Confidence Plus plans and eligible for a furnace unit replacement if failure occurs within the first 10 years under YSSP-59-20. Condenser coil failure is **not** eligible for unit replacement. Condenser coil leaks are not covered.

Do you have to get pre-approval to replace the unit through Confidence and Confidence Plus plans?

Qualifying unit replacements covered under the Confidence and Confidence Plus Plans are pre-approved with a compressor or heat exchanger failure. According to YSSP-59-20, the Warranty department is authorized to execute a replacement in most cases.

Are case numbers required from tech support prior to replacement?

Case numbers are not required as qualifying unit replacements are covered under YSSP-59-20 and are pre-approved for the Warranty department to execute. If additional support is required, the Warranty department will notify the customer of what else may be necessary.

What would "flag" the warranty group to send it to tech services?

Warranty is empowered to execute replacement claims through YSSP-59-20. If additional information or support is required, the warranty department will notify the customer or necessary department.

Is labor paid on a condensing unit replacement and does the replacement unit get a new warranty?

The plans pay labor as part of the offering. Upon replacement, the original unit's warranty is then transferred.

Are start-up sheets a requirement for unit replacement?

Yes, start-up sheets are required for qualifying unit replacements claims and will be requested.

When replacing the unit, what do we do with the original unit? Do we send it back or send it to scrap?

In the case of replacement, the original should have its labels removed and the equipment scrapped.

What role do our field service representatives play in getting a unit replacement executed?

The unit replacement is administered as a warranty function and covered under YSSP-59-20. Unless your field service representatives have a role in that, there is no explicit task required.

Do we still have 90 days to register the units?

No. All promotional extended warranty plans described in PUBL-3140-A must be ordered in Warranty Navigator within 60 calendar days from the installation date. Plans ordered after that time period will only have the standard comfort plans available.

How much labor will the contractors be paid if they change out a unit?

A replacement qualifies for four hours of labor. The specific rate is determined by the market for the dealer and what their registered labor rate is.

Do customers have to buy a comfort plan and a unit replacement plan?

No. The Confidence Plus and Confidence plans are comfort plans, and the unit replacement coverage is included with those plans.

When it comes to new construction, do the 60 days take effect on the possession date of the homeowner?

Manufactured housing and new construction installations do not qualify for promotional programs.

Are critical data sheets required in the case of a coil leak when we have a picture or video?

Critical data sheets are always encouraged. In most cases, they are not required for submission, but may be requested later in the process.

Is this available for all three program levels—Liberties, Liberties Plus and CCE?

No. All participating contractors must be Comfort Plan eligible in Warranty Navigator and actively enrolled in the Promotional Extended Warranty program as a Liberties Plus or CCE contractor in the Marketing Dashboard at time of installation.

Can non-Liberties Plus contractors participate in these new comfort plans?

All participating contractors must be Comfort Plan eligible in Warranty Navigator and actively enrolled in the Promotional Extended Warranty program as a Liberties Plus or CCE contractor in the Marketing Dashboard at time of installation.

What is current response time from the warranty department?

Expected response and processing time is about one week.

Is the warranty on the unit, on the homeowner, or stays with the contractor?

Warranty coverage is for the specific unit and homeowner. Any eligible comfort plan contractor may use it. The warranty can be transferred to a new homeowner with a fee by contacting the Warranty department.

Will YORK Kickstart contractors be eligible for this program?

YORK Kickstart contractors are eligible for this program so long as they are enrolled at the Liberties Plus and CCE level of partnership and set up properly within Navigator. If one of their "First Five" are one of these plans, they will be credited down to \$99.

Are air handlers included in the comfort plan?

Air handlers can be included in select plans and will be covered for labor, but not eligible for replacement.

Is the program eligible for commercial applications or residential only?

Commercial applications, new construction and three-phase equipment do not qualify for this program. This is exclusively for residential equipment in residential applications.

Are thermostats included in the comfort plan?

Yes, thermostats are considered an accessory in the comfort plan.

Personal Use Rebates

Our factory-funded personal use rebate program encourages current partners, manufacturer employees, industry influencers, and other select individuals to purchase and install residential equipment manufactured by and sold with our brand. This program may be adapted in case of emergency relief within a market for eligible homeowners. Eligible claimants may claim up to one incentive per calendar year.

Eligible Levels: All

Qualifying Products and Rebate Schedule

Air Conditioners and Heat Pumps		
Type	Model #'s	Rebate Value (USD)
20 SEER	YXV / YZV	\$275
19 SEER	YXT / YZT / CZH	\$250
17 SEER	YFK / YCG / TCG / HMM7	\$225
16 SEER	CZF / YZF / YHM / YHG	\$225
14 SEER	YCE / YCS / YFE / TCHE / YHE / THE / YCJF / YHJD / YEE	\$100
13 SEER	YFD / TCD / YCJD / TCHD / YCD	\$100

Ductless Mini-splits and Mini-VRF		
Type	Model #'s	Rebate Value (USD)
Premium	DHX / DHZ / DHW / H500 / H700	\$60
Standard	DHP / DHR / DHM / H300 / M400 / P300	\$50
Mini-VRF	HVAHP	\$60

Furnaces		
Type	Model #'s	Rebate Value (USD)
Premium	YP9C / YPLC / TM8V / TM9V / TL9E	\$150
Standard	TM9E / TM8Y / TM9Y / TM9T / TM8E / TGLS / TMLE / TM8T / TM8X / TL8E / TMLX / TMLT	\$75

Air Handlers		
Type	Model #'s	Rebate Value (USD)
All	AHV / AVC / AVV / MV / MVC / AHE / AE / AP / ME / MP / MX	\$50

Packaged Units		
Type	Model #'s	Rebate Value (USD)
Premium	PCG6 / PCE6 / PHE6 / PHG6	\$125
Standard	PCG4 / PCE4 / PHE4 / PHG4	\$125

Eligible Participants

Rebates are available year-round for key members of our community. Required evidence must be submitted with the claim. Verification may be requested upon processing of claim.

Eligibility	Description	Evidence
HVAC Contractors	Existing contractors (employees and principals) enrolled in our dealer success programs are eligible for this program. Equipment may be used for installation on a personal property, showroom, or showcase. Individuals employed with eligible contractors are allowed one rebate per year. Friends and family members of existing contractors are also eligible and will count toward the individual's one rebate per year.	<ul style="list-style-type: none"> • Proof of current year enrollment in the Marketing Dashboard on Navigator • Contractor prospects require pre-approval from bts-ds-marketing@jci.com

How to Participate

1. Installing dealer will source the product from a distributor's inventory of eligible products.
2. Within 60 calendar days of installation, end user must complete the personal use rebate incentive form on www.ductedsystemsincincentives.com and include the following items with the claim:
 - a. Evidence of eligibility as stated in the above table
 - b. Invoices with a clear installation date
 - c. Pre-approval (where applicable)
3. Beneficiary will receive incentive rebate via check mailed within 45 days of claim approval.

Program Terms & Conditions

Participation Eligibility

- Eligible participants include current partners, manufacturer employees, industry influencers, and other select individuals. See Eligible Participants table above.

Eligible Equipment

- This program is exclusively offered on residential equipment. See Qualifying Products and Rebate Schedule for eligible equipment.
- Manufactured housing and new construction installations do not qualify for promotional programs.
- Three-phase equipment is excluded from this promotion.
- Promotional offers will not be extended for products not in stock.

Claims

- Evidence of eligibility must be submitted along with claim and additional information may be requested for validation.
- Eligible individuals must file their claims via www.ductedsystemsincincentives.com within 60 calendar days of installation. Claims submitted any other way will not be accepted.
- An individual can claim one personal use rebate incentive once every calendar year, and the claim can include up to 10 serial numbers.
- Ineligible dealers, projects, or serial numbers will cause the system or audit process to reject the claim.
- Discrepancies must be identified, and disputes sent to bts-ds-marketing@jci.com within 60 days of the date the claim was denied.

Rebate Payouts

- Rebates are paid in US dollars (USD).
- Claims are paid exclusively to eligible individuals who purchased the product from an eligible participating party. See Eligible Participants table above.

Other Terms & Conditions

- Claim submissions will automatically register the serial number to the homeowner for the standard warranty within 30 days of the claim submission.
- Once a claim is approved and paid, the serial number will be invalid for additional promotional rebates.
- All program participation is subject to review and audit by the Channel Marketing department. Any program participation determined to be non-compliant will be denied.
- Non-compliance with any terms or conditions may render the distributor and/or dealer ineligible to participate in the program.

Contact us at **833-242-7869** or **bts-ds-marketing@jci.com** for questions, feedback, or other support

Contractor Spiffs

Our contractor spiff program is designed to reward contractor salespeople for the sales of our products and incentivize higher product mix. Qualified products installed during selected promotional months are eligible for a contractor spiff.

Eligible Levels: Liberties Plus and Certified Comfort Expert

Incentive Schedule

Air Conditioners and Heat Pumps				
Type	Model Numbers			Total Spiff
21 SEER	YXV / YZV	19 SEER2	YXV / YZV	\$150
19 SEER	YXT / YZT	18 SEER2	YXT / YZT	\$100
17 SEER	YFK / YCG	16 SEER2	HMCG2 / HMH7	\$30
16 SEER	YHM / YHG	15.2 SEER2	YC2F / YH2F	\$30
14 SEER	YFE / TCHE / THE / YCS / YCE / YHE / YEE	14.3 SEER2	YC2E / YH2E	\$25
13 SEER	YFD / TCD / YCD / TCHD	13.4 SEER2	YC2D	\$25
Furnaces				
Type	Model Numbers			Total Spiff
Premium	YP9C / YPLC			\$40
Enhanced /Standard	TL9E / TM9E / TM8Y / TM9Y / TM8E / TL8E / TM8V / TM9V			\$20
Air Handlers				
Type	Model Numbers			Total Spiff
All	AVC / AVV / MV / MVC / AE / AP / ME / MP / JHET / JMET / JHVV / JHVT / JMTV			\$20
Packaged Units				
Type	Model Numbers			Total Spiff
All	PCG6 / PCE6 / PHE6 / PHG6 / PCG4 / PCE4 / PHE4 / PHG4			\$50
Ductless Mini-splits and Mini-VRF				
Type	Model Numbers			Total Spiff
Premium	DHS / DHX / DHZ / DHW / RAS-SH/ RAC-SH / RAS-PH / RAC-PH			\$50
Standard	DHP / DHR / DHM / RAS-EH / RAC-EH / RAM-S / RAS-EH / RAS-SH / RAI-SH / RAF-SH / RAD-SH / RAS-1.0-4.0 / RPK/ RCIM / RCI / RPIL / RPIM / RPK			\$40
Mini-VRF	HVAHP			\$50

Selecting Eligible Months

A distributor may elect to offer this program for any nine months of their choosing in the 2023 calendar year to drive product mix when needed the most. Elections may be entered beginning November 15, 2022 and can be entered up until 10 days before the selected month begins. For example, if you would like to select April as an eligible month, you will have until March 21 to make that selection in the system. You are not required to select all nine months at once, and the nine months are not required to be consecutive.

Steps to select eligible months:

1. Access Solution Navigator (Distributor sales manager, principal or delegated administrator)
2. Open the "Marketing Dashboard" application
3. Select the "Contractor Spiff" program and open the administration screen
4. Select the months you want to activate

Contractor salespeople will be unable to file claims for this program for installation dates that do not fall within selected months. Months that have passed cannot be selected or cancelled and installations for those months will not be eligible for payout.

How to File an Incentive Claim

1. An eligible participating contractor installs qualifying equipment represented on the incentive schedule in this operating letter.
2. Within 60 calendar days from installation, the contractor salesperson must go to the Marketing Dashboard and submit their claim under the "Contractor Spiffs" program. The following information will be required:
 - a. Serial Number
 - b. Homeowner Information
 - c. Sale Price
 - d. Installation Date
3. Submit for review and confirmation. Claims are processed within five business days.
4. Claim status updates are available within the Marketing Dashboard under the menu navigation FIM Programs – Claim History Report.
5. Claims are paid via selected payment method within 45 calendar days of approval.

Program Terms and Conditions

Contractor Eligibility

- All participating contractors must be actively enrolled in the Contractor Spiffs program as a Liberties Plus or Certified Comfort Expert Contractor in the Marketing Dashboard at time of installation.

Eligible Equipment

- This program is exclusively offered on residential equipment. See above table for a list of eligible products.
- The following are excluded from this program: Manufactured housing, new construction installations, parts, three-phase equipment, commercial applications and properties, service work, warranty sales.
- Promotional offers will not be extended for products not in stock.

Claims

- All promotional incentives described in this letter must be claimed within 60 calendar days of the installation date via the Marketing Dashboard in Solution Navigator. Claims submitted any other way will not be accepted.
- Once a claim is approved and paid, the serial number will be invalid for additional spiffs.
- Submitted claims are considered final and changes will not be made. This includes the reassignment of an incentive to a different salesperson.
- Non-compliant claims discovered after payout may result in an invoice to the distributor.

Incentive Payouts

- Incentives are paid out and invoiced to distribution using local currency—United States Dollars in the United States and Canadian Dollars in Canada.
- Once payments are issued to the contractor, JCI will invoice distributors once monthly for their portion of the incentive.
- Discrepancies must be identified and disputed in writing within 60 calendar days of claim denial. Send disputes to bts-ds-marketing@jci.com.
- Claims are paid and sent exclusively to eligible salespeople (individuals, not companies) that are active employees of an eligible contractor company. Claims will not be paid directly to contractor or distributor companies. If a salesperson needs to be deactivated from the program, a request must be sent to bts-ds-marketing@jci.com and may take up to 30 days to process.

Other Terms and Conditions

- Claim submissions will automatically register the serial number to the homeowner for the standard warranty within 30 days of the claim submission.
 - **Ensure the homeowner's name listed on the claim is the legal name associated with the ownership of the home.**
- All program participation is subject to review and audit by the Sales and Marketing Programs department. Any program participation determined to be non-compliant will be denied.
- Non-compliance with any terms or conditions of the program may exclude the distributor or contractor from participating in the program.

Consumer Rebates

The Consumer Rebates Program is designed to improve product mix and increase sales volume. It is comprised of three components:

1. Limited-time homeowner rebates
2. Bonus consumer rebate categories
3. Personal use rebates for contractor and distributor personnel

All of these are 100% funded by the factory.

New this year!

As part of the Bonus Consumer Rebates, contractors can provide year-long, higher-value rebates to 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
- First responders
- Educators
- Nurses
- Homeowners residing in communities affected by emergencies or natural disasters

**For a full list of eligibility, see the Bonus Consumer Rebates section below.*

Eligible Levels: Liberties[^], Liberties Plus, and Certified Comfort Expert

[^]Liberties-level contractors are eligible for the year-long personal use rebates but are not eligible to offer homeowner rebates and bonus consumer rebates.

Qualifying Products and Rebate Schedule

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

Air Conditioner and Heat Pumps					
Type	Models	Type	Models	Base Rebate	Bonus Consumer Rebate*
21 SEER	YXV / YZV	19 SEER2	YXV / YZV	\$325	\$390
19 SEER	YXT / YZT	18 SEER2	YXT / YZT	\$300	\$360
17 SEER	YFK / YCG	16 SEER2	HMCG2 / HMH7	\$275	\$330
16 SEER	YHM / YHG	15.2 SEER2	YC2F / YH2F	\$250	\$300

Furnaces			
Type	Models	Base Rebate	Bonus Consumer Rebate*
Premium	YPLC / YP9C	\$175	\$210
Enhanced	TM8Y / TM9Y / TM8V / TM9V	\$150	\$180
Air Handlers			
Type	Models	Base Rebate	Bonus Consumer Rebate*
All	AVC / AVV / MVC / AE / ME / JHET / JMET / JHVV / JHVT / JMTV / JHVV	\$75	\$90
Packaged Units			
Type	Models	Base Rebate	Bonus Consumer Rebate*
Premium	PCG6 / PCE6 / PHE6 / PHG6	\$150	\$180
Ductless Mini-splits and Mini-VRF			
Type	Models	Base Rebate	Bonus Consumer Rebate*
Premium	DHS / DHX / DHZ / DHW / RAS-SH / RAC-SH / RAS-PH / RAC-PH	\$60	\$72
Standard	DHP / DHR / DHM / RAS-EH / RAC-EH / RAM-S / RAS-EH / RAS-SH / RAI-SH / RAF-SH / RAD-SH / RAS-1.0-4.0 / RPK / RCIM / RCI / RPIL / RPIM / RPK	\$50	\$60
Mini-VRF	HVAHP	\$60	\$72

Note: All rebates depicted above are in United States Dollars (USD).

*The Bonus Consumer Rebate column reflects the total rebate that an eligible individual in the bonus consumer rebate category can receive.

Homeowners will be unable to file claims for this program for installation dates that do not fall within selected months. Months that have passed cannot be selected or cancelled, and installations for those months will not be eligible for payout.

Bonus Consumer Rebates

1. Participating homeowners with bonus rebate eligibility will be required to provide proof of evidence when filing a claim. See the section titled *How to File a Consumer Rebates Claim* below for more details.
2. Eligible first responders include law enforcement officers, paramedics, EMTs, and firefighters
Eligible educators include K-12 teachers, daycare/early learning educators, post-secondary educators, and school staff.
Nurses are eligible if they are occupied as any of the following: Certified Nursing Assistant (CNA), Certified Registered Nurse Anesthetist (CRNA), Licensed Practical Nurse (LPN), Licensed Vocational Nurse (LVN), Nurse Practitioner (NP), Practical Nurse, Professional Nurse, Public Health Nurse, Registered Nurse, Registered Professional Nurse, Vocational Nurse, Certified Nurse Aide, Clinical Nurse, Nurse Aide, Nursing Assistant, School Nurse, Home Health Nurse, Clinical Nurse Specialist, Travel Nurse, Respiratory Therapist.

Personal Use Rebates

1. Available year-round from January 1st, 2023 to December 31st, 2023 with enrollment in a Liberties, Liberties Plus, or Certified Comfort Expert level of partnership.

How to File a Consumer Rebates Claim

1. A participating and eligible contractor installs equipment represented on the rebate schedule.
2. Within 60 calendar days from installation, the end user must complete the “Consumer Rebates” incentive form on www.ductedsystemsincincentives.com, selecting the end-user category that is applicable to them, following the prompts to complete, and providing the following information:
 - a. Personal information
Note: Rebate claims are automatically submitted for standard warranty registration. Ensure the homeowner’s name listed on the claim is the legal name associated with the ownership of the home.
 - b. Product information including serial number and installation date
Note: An individual may claim up to 10 serial numbers within a program year
 - c. Sale price
 - d. Authorized installation contractor
Note: Contractors not eligible for the program will not appear on the claim form
 - e. A copy of the invoice
3. Additional evidence will be required of the following bonus consumer categories and personal use rebate users:
 - a. Military and veterans: evidence of current military or veteran status
 - b. First responders: evidence of current employment (e.g. employer ID)
 - c. Educators: evidence of current employment (e.g. employer ID)
 - d. Nurses: evidence of current employment
 - e. Emergency and disaster relief: news article or FEMA emergency status release providing evidence of disastrous impact
 - f. HVAC contractors: proof of current year enrollment in Marketing Dashboard
 - g. Distributor and Channel Partners: evidence of employment with affiliated distributor
4. Once complete, the end-user submits for review and confirmation. Claims are processed within five business days.
5. Consumers will receive status updates as the claim goes through the process and may look up the status on www.ductedsystemsincincentives.com.
6. Claims are paid exclusively to the consumers via check within 45 days of approval.

Program Terms and Conditions

Contractor Eligibility

- All participating contractors must be actively enrolled in the Consumer Rebates program as a Liberties Plus or Certified Comfort Expert contractor in the Marketing Dashboard at time of installation to be able to offer Homeowner Rebates.
- Year-long Personal Use Rebates are available for the following Contractor Success Program levels: Certified Comfort Expert, Liberties Plus, Liberties.

Eligible Equipment

- This program is exclusively offered on residential equipment. See table above for eligible products.
- Manufactured housing, new construction, parts, and multi-family installations do not qualify for promotional programs.
- Three-phase equipment is excluded from this promotion.
- Promotional offers will not be extended for products not in stock.

Rebate Payouts

- Incentives are paid in US dollars (USD).
- Checks are issued exclusively to eligible homeowners that purchased the product from an eligible participating contractor. Claims will not be paid directly to contractor or distributor companies.

Other Terms and Conditions

- Once a claim is approved and paid, the serial number will be invalid for additional rebates.
- Claim submissions will automatically register the serial number to the homeowner for the standard warranty within 30 days of the claim submission.
- All program participation is subject to review and audit by the Sales and Marketing Programs department. Any program participation determined to be non-compliant will be denied.
- Non-compliance with any program rule may result in the distributor and/or contractor being ineligible to participate in the program.

Contact us at **833-242-7869** or **bts-ds-marketing@jci.com** for questions, feedback or other support



Promotional Financing

2023 Program Highlights

- Choose from 30+ consumer financing promotions with great everyday rates.
- Expect year-round buydowns for Certified Comfort Experts™.
- Get your rebates faster! Rebates are now available within 48-72 hours of approval.

Providing homeowners with financing options is more important than ever. 50% of Americans have less than \$600 in savings² and 41% of cardholders would walk away from making a purchase if financing wasn't available³. Help your customers get the solution they really want with monthly payments rather than having to compromise on budget and comfort.

Help your business grow by mentioning financing early and often to all your customers. Offering financing on every job helps you attract customers, close sales and improves the overall customer experience. 75% of Synchrony dealers report financing increases their average sale¹. A significant increase to your average ticket size means business growth. Synchrony cardholders report spending double on major purchases compared to non-cardholders (\$6,106 vs. \$3,044 average = 101% more)³. The YORK® financing program by Synchrony features dealer fee buydowns on over 30 promotional plans, making offering financing on our products a logical choice. Plus, you can expect year-round buydowns for Certified Comfort Experts in 2023.

¹Synchrony Dealer Survey, Home Improvement 2021

²GoBankingRates Survey 2021

³Synchrony 8th Major Purchase Consumer Study, Home Improvement 2021

Did you know?

75% of Synchrony dealers report financing increases their average sale.¹

Eligible Levels: Liberties Plus and Certified Comfort Expert

Incentive Schedule

We are pleased to offer Full-Year Promotional Financing for Certified Comfort Experts! To start off the year, from January 1, 2023 to May 31, 2023, **Certified Comfort Experts may benefit from a flat dealer fee buydown of up to 6% and Liberties Plus dealers are eligible for a buydown of up to 3%** on 30+ consumer promotions available through our program with Synchrony*. Expect details on buydown rates for the remainder of the year to be announced in a timely manner. This phenomenal program benefit enables our network to offer attractive financing options to the homeowner at a significantly reduced dealer cost when selling YORK equipment with financing in 2023. The special buydowns are available on the following products per the qualified equipment incentive matrix below.

*Details on buydowns post May 31, 2023 will be announced 60 days prior to each promo period.

Air Conditioners and Heat Pumps		
Type	Model #'s	Max Finance Value
20 SEER	YXV / YZV	\$15,000
19 SEER	YXT / YZT / CZH	\$10,000
17 SEER	YFK / YCG / TCG / HMH7	\$7,000
16 SEER	CZF / YZF / YHM / YHG	\$7,000
14 SEER	YCE / YCS / YFE / TCHE / YHE / THE / YCJF / YHJD	\$6,000
13 SEER	YFD / TCD / YCJD / TCHD / YCD	\$6,000

Furnaces		
Type	Model #'s	Max Finance Value
Premium	YP9C / YPLC / TM8V / TM9V / TL9E	\$8,000
Standard	TM9E / TM8Y / TM9Y / TM9T / TM8E / TGLS / TMLT / TM8T / TM8X / TL8E / TMLX / TMLT	\$6,000

Packaged Units		
Type	Model #'s	Max Finance Value
Premium	PCG6 / PCE6 / PHE6 / PHG6	\$15,000
Standard	PCG4 / PCE4 / PHE4 / PHG4	\$10,000

Air Handlers		
Type	Model #'s	Max Finance Value
Premium	AHV / AVC / AVV / MV / MVC	\$5,000
Standard	AHE / AE / AP / ME / MP / MX	\$5,000

If more than one product is included in the financed job, the sum of the eligible maximum finance values is the amount which will be utilized to calculate the rebate amount. Only one claim per financed sale is accepted by the claims system, thus dealers must include all eligible equipment models per financed sale in each claim they submit via Navigator.com.

Our 2023 program gives dealers access to very competitive everyday dealer rates on over 30 plans as well as significantly enhanced promotional rebates on financed sales containing eligible equipment. The table below illustrates the standard contractor fee as well as the dealer net cost with the up to 3% rebate for Liberties Plus dealers and the up to 6% rebate for CCE dealers available on sales funded with Synchrony from January 1 to May 31, 2023.

Plan		Promotional Offer	Monthly Payment Factor	Estimated # Payments	Standard Contractor Fee without Rebate	Liberties Plus Net Cost with up to 3% Rebate	CCE Dealer Net Cost with up to 6% Rebate
Deferred Interest	920	No Monthly Interest if Paid in Full within 6 Months	2.5%	N/A	3.35%	0.35%	0.00%
	921	No Monthly Interest if Paid in Full within 9 Months	2.5%	N/A	4.35%	1.35%	0.00%
	922	No Monthly Interest if Paid in Full within 12 Months	2.5%	N/A	5.10%	2.10%	0.00%
	923	No Monthly Interest if Paid in Full within 15 Months	2.5%	N/A	5.55%	2.55%	0.00%
	924	No Monthly Interest if Paid in Full within 18 Months	2.5%	N/A	5.85%	2.85%	0.00%
	925	No Monthly Interest if Paid in Full within 24 Months	2.5%	N/A	9.00%	6.00%	3.00%
Fixed Payment	940	3.99% APR Until Paid in Full	1.25%	94	20.00%	17.00%	14.00%
	941	5.99% APR Until Paid in Full	1.25%	102	13.85%	10.85%	7.85%
	942	7.99% APR Until Paid in Full	1.25%	115	9.00%	6.00%	3.00%
	943	9.99% APR Until Paid in Full	1.25%	132	5.85%	2.85%	0.00%
	950	5.99% APR Until Paid in Full	1.5%	82	12.50%	9.50%	6.50%
	951	7.99% APR Until Paid in Full	1.5%	88	8.10%	5.10%	2.10%
	952	9.99% APR Until Paid in Full	1.5%	98	5.50%	2.50%	0.00%
	960	3.99% APR Until Paid in Full	1.75%	64	13.50%	10.50%	7.50%
	961	5.99% APR Until Paid in Full	1.75%	68	10.75%	7.75%	4.75%
	962	7.99% APR Until Paid in Full	1.75%	73	7.00%	4.00%	1.00%
	963	9.99% APR Until Paid in Full	1.75%	78	5.10%	2.10%	0.00%
	964	10.99% APR Until Paid in Full	1.75%	82	3.00%	0.00%	0.00%
	965	11.99% APR Until Paid in Full	1.75%	86	2.00%	0.00%	0.00%
	970	5.99% APR Until Paid in Full	2.00%	58	9.00%	6.00%	3.00%
	971	7.99% APR Until Paid in Full	2.00%	61	5.85%	2.85%	0.00%
	972	9.99% APR Until Paid in Full	2.00%	65	4.90%	1.90%	0.00%

	980	5.99% APR Until Paid in Full	3.00%	37	5.85%	2.85%	0.00%
	981	7.99% APR Until Paid in Full	3.00%	38	5.10%	2.10%	0.00%
	982	9.99% APR Until Paid in Full	3.00%	40	4.25%	1.25%	0.00%
	990	5.99% APR Until Paid in Full	4.00%	27	5.10%	2.10%	0.00%
	991	7.99% APR Until Paid in Full	4.00%	28	4.85%	1.85%	0.00%
	992	9.99% APR Until Paid in Full	4.00%	28	3.35%	0.35%	0.00%
Equal Monthly Payments	930	25 Months No Monthly Interest Until Paid in Full	4.00%	25	9.00%	6.00%	3.00%
	931	36 Months No Monthly Interest Until Paid in Full	2.78%	36	13.85%	10.85%	7.85%
	932	48 Months No Monthly Interest Until Paid in Full	2.08%	48	15.60%	12.60%	9.60%
	933	60 Months No Monthly Interest Until Paid in Full	1.67%	60	18.10%	15.10%	12.10%
	934	72 Months No Monthly Interest Until Paid in Full	1.39%	72	21.60%	18.60%	15.60%

Activation Fee: Customers will be charged a one-time fee of \$29 on their initial purchase. This does not apply to future purchases. Promotional Updates: Merchants may change promotions at any time by logging into Business Center at: bc.syf.com. Split Tickets: Split tickets between multiple Synchrony Bank credit card programs and/or other lenders are not allowed. Synchrony reserves the right to restrict available promotions by merchant. Contact your Synchrony sales representative at 1-877-891-9803 to learn more.

How to Apply for Funding and Buydown (Dealer)

1. Present financing every time you sell YORK equipment to homeowners.
2. Process consumer financing application via Synchrony Transact™ or Synchrony's paper process using your JCI program Merchant Number with Synchrony.
3. Complete installation of equipment in customer's home.
4. Submit sales slip for funding by fax or via Business Center using your JCI program Merchant Number with Synchrony.
5. Submit claim for dealer fee rebate on financed sales of qualifying equipment via [Navigator.com > Marketing Dashboard > Menu > Promo Financing](#).
6. Claims must be submitted within 30 calendar days of the sale funded date. Rebates are paid on sales funded within the promotion dates directly to the dealer by Synchrony via ACH within 48 to 72 hours of claim approval.

Program Terms & Conditions

Contractor Eligibility

- To activate the program, dealers must be registered as a Liberties Plus or Certified Comfort Expert contractor in the Marketing Dashboard. The "Residential Financing" and "Promotional Financing" programs must be selected in the dealer's enrollment at time of installation.
- Participating dealers must have an aligned Liberties number tied to their Merchant account at Synchrony. To validate the Liberties Number, you may refer to the Marketing Dashboard or contact bts-ds-marketing@jci.com.

- Dealers must be enrolled with Synchrony on a JCI program Merchant Number, process the consumer application and submit for funding under their JCI program Merchant Number to take advantage of promotional financing offers.
- Dealers must be in good standing with Synchrony following the end of the calendar month in which the dealer fee rebate was earned and have an open Merchant Number to receive rebate payments.

Eligible Equipment

- Qualified equipment consists of all Ducted systems branded residential equipment (excluding Guardian, Manufactured Housing, and Evcon products). See above table for additional information.
- Manufactured housing and new construction installations do not qualify for promotional rebates. Three-phase equipment is excluded from this promotion. Promotional offers will not be extended for products not in stock.

Claims, Fees, & Incentive Payouts

- Incentives are paid in United States currency (USD).
- Financed sales must be funded with Synchrony within the promotion dates to be eligible for rebates.
- Dealers must submit claims for rebates with correct information via Navigator.com within **30 calendar days of funding**.
- **Dealer fee rebates are paid directly to the dealer by Synchrony via ACH within 48-72 hours of claim approval.**
- Only one claim per financed sale is accepted by the claims system, thus dealers must include all eligible equipment models per financed sale in each claim they submit via Navigator.com.
- Claims submitted with incorrect Invoice Number, Serial Numbers, Synchrony Merchant Number or Synchrony Cardholder Account Number will not be approved by the automated claims system. Best practice is for dealers to have the above information available for claims entry. If dealers do not have the full Synchrony cardholder account number when entering a claim, please share these steps:
 - In Synchrony Business Center as an Admin, go to Sales Tools > Lookup Account Information > select Program Name > enter Name & Phone Number utilized for the Synchrony financing application
- If you are having issues finding the cardholder number in Business Center, please call Synchrony Merchant Services at 888-222-2176 > select option 2 > select option 2 again
- All program participation is subject to review and audit by the Channel Marketing department. Any program participation determined to be non-compliant will be denied.

Additional Terms & Conditions

- Credit is extended by Synchrony bank. Rates subject to change. Synchrony is the exclusive residential finance provider in the United States for this program.
- Synchrony may have additional Terms & Conditions beyond those stated within this document.
- Non-compliance with any program terms or conditions may render distributor and/or dealer ineligible to participate in the program.
- Johnson Controls and Synchrony Bank reserve the right to change or discontinue the above financing promotion at any time without notice.

Contact us at **833-242-7869** or **bts-ds-marketing@jci.com** for questions, feedback, or other support

FROM CENTURY: COOP GUIDELINES

CLAIMS MUST BE SUBMITTED BY 12/1/2023

CO-OP ALLOWANCE

One of the benefits of becoming a York dealer with Century HVAC 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 GUIDELINES

All co-op claims are subject to review by Century HVAC Supply and York. The York logo height must be at least 0.75" wide on small print items to be co-op 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 Supply 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.

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, 2023

TO SUBMIT A CLAIM, PLEASE EMAIL, FAX, OR MAIL THE FOLLOWING TO MARKETING BY 12/1/22:

1. The invoice or receipt dated in 2023
 2. Proof of the marketing piece: photo, copy of ad, tearsheet, etc. to marketing@centuryhvac.com | 972-619-2160 phone
- Once your claim is approved and processed, you'll receive credit to your Century account.
*Excludes dry-shipped units and special orders.

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.

FROM CENTURY: 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%* 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 four group trips equivalent to eight people (four couples) and four rooms.
- Points accrue in one 24-month period. Points accumulated during 2022 and 2023 may be redeemed toward the 2024 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.
- Dry-shipped (non R-410A) units do not qualify and do not count toward the \$50,000 minimum equipment purchase level.
- 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.

JOIN US IN 2024 FOR OUR NEXT TRIP!

TWO YEAR PROGRAM!
Points add up in 2022 and 2023 for each year you qualify.

SOME OF OUR PREVIOUS DEALER TRIPS INCLUDE:

LAKE TAHOE, CALIFORNIA



RIVIERA MAYA, MEXICO



GUANACASTE, COSTA RICA



LAS VEGAS, NEVADA



CABO SAN LUCAS, MEXICO



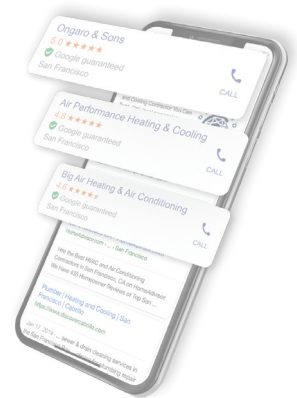
Google Local Services

How do I get qualified leads with Google Local Services?

Local Services ads help you connect with people who search on Google for the services you offer. Your ads will show up for customers in your service area, and you only pay if a customer calls you directly through the ad.

Why should I use Google Local Services?

-  Be seen right at the top of Google and only show up for services you offer.
-  Connect with potential customers when they need you. Too busy for leads? Pause your listings at any time.
-  Build trust with the Google guarantee.
-  Only pay for actual leads, not clicks!
-  Receive leads on a 1:1 ratio - don't share leads with other businesses!
-  Simple set up and communication through an easy-to-use app and edit your listings at any time, and verify leads on your dashboard.



How do I get started?

1

Create Your Profile

Follow the easy step-by-step process at by scanning the QR code below or visiting ads.google.com. Set up your business profile and get started!

2

Set Your Budget

Once you're set up, you can select a total monthly budget that fits your needs and adjust it at any time. You can also pause your campaign at any time.

3

Get Google Verified

A Google Guarantee badge gives homeowners peace of mind and tells customers Google has verified your business and backs your services.

4

Easy Booking

Once your Local Services ad is live, your click to call link makes your business one click away! Enjoy easy appointment booking and manage your calls on your personalized dashboard and more.



SCAN QR CODE
To Get Started and Sign Up!

Your Google Local Services
Ad campaign may be co-op eligible!

Ask your TM for details or email
marketing@centuryhvac.com

[illegible]

2023 York Dealer Programs

Dealer Program Level	Liberties	Liberties Plus	CCE*
Minimum Equipment Purchase Requirement	\$35,000.00	\$35,000.00	\$100,000.00
Rewards, Rebates, and Discounts			
Cool Cash Rebate Check	✓	✓	✓
Co-op Allowance (Century/Dealer Split)	2% split 50/50	2.50% split 50/50	3% split 50/50
Training Allowance	\$200.00	\$500.00	\$1,000.00
Travel Rewards Points	N/A	Eligible	Eligible
Personal Use Rebates	✓	✓	✓
Vehicle Discounts	✓	✓	✓
Dealer Loyalty Savings	N/A	N/A	✓
Sales Incentives and Promotions			
Extended Warranties		Promos Available 1/1 - 12/31	
Promotional Extended Warranties (FIM)		Promos Available 1/1 - 12/31	
Dealer Sales Person Spiff (FIM)		2/1 - 10/31	
Homeowner Rebates (FIM) – New!		4/1 – 9/30	
Promotional Residential Financing (FIM)		Offers from Synchrony Bank	
Residential Financing by Synchrony	✓	Enhanced	Enhanced
Second Look Financing by Fortiva	✓	✓	✓
Commercial Financing by Horizon Keystone	✓	✓	✓
Homeowner Letters by Proforma	N/A	✓	✓
100% Satisfaction Guarantee	N/A	N/A	✓
First-Year Unit Replacement	N/A	N/A	✓
Consumer Literature Downloads	✓	Customizable	Customizable
Online Resources and Lead Generation			
Marketing Navigator (formerly UPG Net)	✓	✓	✓
Century HVAC Dealer Portal Access	✓	✓	✓
Dealer Locator	✓	Enhanced	Enhanced
Home Services Scheduling by Dispatch	✓	Enhanced	Enhanced
Ducted System Academy Online Business & Tech Training	Online Access No Matched Funds	\$3,000 split 50/50	\$7,500 split 50/50
Program Cost	\$1,000	\$2,000	\$2,800

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 6/30/2023 will be invoiced at full price with 90 day terms. Enrollments on or after 7/1/2023 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.

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



2023 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, 2023. 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.

2023 Dealer Program Information

Dealer Program Level (check one):

- ☐ Liberties - \$35,000
+ \$1,000 enrollment fee
- ☐ Liberties Plus - \$50,000
+ \$2,000 enrollment fee
- ☐ CCE - \$100,000
+ \$2,800 enrollment fee

York Equipment Purchase Volume:

2022 Confirmed \$ _____

2023 Forecast \$ _____

Coop Budget Information

*The **Co-op Advertising Budget** will accrue based on residential York branded equipment purchases made between 11/1/2022 and 10/31/2023. All claims must be submitted to marketing@centuryhvac.com no later than 12/1/22 to be considered for credit to your Century account. Please see the 2023 York Dealer Benefits Guide for program rules, proper logo use, and exclusions.*

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, ProficienTech, or Equipment Specs.

Technician Name	Email	Social Security No. (only enter for Dealer Spiffs)	ProficienTech Training Access?	Equipment Spec Access?
			<input type="radio"/> Yes <input type="radio"/> No	<input type="radio"/> Yes <input type="radio"/> No
			<input type="radio"/> Yes <input type="radio"/> No	<input type="radio"/> Yes <input type="radio"/> No
			<input type="radio"/> Yes <input type="radio"/> No	<input type="radio"/> Yes <input type="radio"/> No
			<input type="radio"/> Yes <input type="radio"/> No	<input type="radio"/> Yes <input type="radio"/> No

Principal Signature

Printed Name

Date

Territory Manager Signature

Territory Manager ID

Date

Dealer Initial Here for Acknowledgement _____