

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
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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	Flexible Offering
<ul style="list-style-type: none">• SPIFFS are designed to encourage mix improvement, thereby increasing average ticket price.	<ul style="list-style-type: none">• Choose <u>any</u> nine months in the calendar year based on when your business needs it the most to drive product mix.

- 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

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