



YORK and Hitachi equipment eligible for rewards

# Contractor Spiffs

Estimated annual value: \$2,200

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

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

## Contractor benefits



### Increase average ticket price

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



### Flexible offering

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



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

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

# Contractor Spiffs

Achieve Business Results | Estimated Annual Program value:

Included with:

- Certified Comfort Expert

## Incentive Schedule

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

Furnaces		
Type	Model Numbers	Total Spiff
Premium	YP9C / YPLC / Y9VV	\$60
Enhanced	TM8V / TM8Y / TM9V / TM9Y / Y82E / Y92E / Y82V / Y92V	\$30
Standard	TL9E / TM9E / TM8E / TL8E / Y81E / Y91E / Y91H / Y81H	\$20

Air Handlers		
Type	Model Numbers	Total Spiff
All	JHV / JHC / JMC / JHE / JME / JSC / JSE	\$20

Packaged Units		
Type	Model Numbers	Total Spiff
Premium	PCG6 / PCE6 / PHE6 / PHG6 / PC5 / PG5 / PH5 / PD5	\$60
Standard	PCG4 / PCE4 / PHE4 / PHG4 / PC3 / PG3 / PH3	\$50

Ductless Mini-splits and Mini-VRF		
Type	Model Numbers	Total Spiff
Indoor Unit		
Premium	RAK-GJ / RAK-XJ	\$50
Standard	JPE / P-AP / PCI / PCIM / PPFC / PPK / PPIM / RAD-GJ / RAF-FJ / RAK-DJ / RAK-EJ / RAI-GJ	\$40
Outdoor Unit		
Premium	RAC-GJ / RAC-XJ / RASM	\$50
Standard	RAM-G / PAS / RAC-DJ / RAC-EJ	\$40
Mini-VRF	HVAHP	\$50

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