

Contractor Spiffs

Sales and Marketing Programs Operating Letter
United States and Canada



Effective January 1, 2024 to December 31, 2024
PUBL-4211-YK-202401-A
www.york.com/dealers





Contractor Spiffs

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

Eligible Levels: Liberties Plus and Certified Comfort Expert

New this Year!

Certified Comfort Experts will have access to Contractor Spiffs all year long, from January 1, 2024 – December 31, 2024. This is just another benefit of our highest level of partnership

Liberties Plus dealers will have access to Contractor Spiffs from January 1, 2024 - September 30, 2024.

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		14.3 SEER2		
13 SEER		13.4 SEER2		
Furnaces				
Type	Model Numbers			Total Spiff
Premium	YP9C / YPLC / Y9VV*			\$40
Enhanced / Standard	TM8Y / TM9Y / TM8V / TM9V / Y82E / Y92E* / Y82V* / Y92V*			\$20
Air Handlers				
Type	Model Numbers			Total Spiff
All	AVC / AVV / MV / MVC / JHVV / JHVT / JMVT			\$20
Packaged Units				
Type	Model Numbers			Total Spiff
All	PCG6 / PCE6 / PHE6 / PHG6			\$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

* Available throughout calendar year 2024.

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.
- If a Certified Comfort Expert were to move to a Liberties Plus level at any point during the year, they will be able to access spiffs during the nine (9) months selected by the distributor.

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.

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.