

- Exclusive for M&A Supply program dealers (CCE and Liberties Plus for York, Pro Partner for Ruud). Program dealer status must be in place for registration year as well as the year of travel.
- Trip cost is \$5,250/person or \$10,500/couple. Rates are based on double occupancy. Single occupancy rates will be higher.
- Program period is calendar year of 2024 (January – December)
- During the program period, dealers will earn a travel accrual of 2.5% (retained) and 5% (growth) on all M&A purchases.
 - Upon registration, the dealer will be provided with their total M&A purchases from January 1, 2023 – December 31, 2023. This amount will serve as the baseline.
 - Dealer will earn 2.5% on all purchases up to the baseline amount and 5% on the amount above and beyond that.
 - Example: Baseline amount is \$350,000. Dealer buys \$400,000 during program period. That's $\$350,000 \times 2.5\% = \$8,750$ (retained) and $\$50,000 \times 5\% = \$2,500$ (growth) for a total of \$11,250.
 - Trip is earned when the dealer's travel accrual reaches \$10,500.
 - Dealer will receive monthly updates tracking progress.
 - Travels funds can only be used on M&A Supply group trips. These funds have no monetary value outside of that and cannot be converted over to co-op funds, credits, rebates, etc.
 - Travel funds do not roll over.
- A pre/post-trip will be offered as a way for the dealer to extend his/her trip. All costs associated with this are to be handled directly with Advanced Incentive Travel (AIT).
- This program is intended for residential dealers. M&A Supply reserves the right to change the qualification criteria for any dealer whose commercial purchases make up 25% or more of their total purchases.
- M&A Supply Company reserves the right to cancel any applicant's trip when it appears obvious that the goal will not be achieved.
- Only decision makers are eligible to attend M&A Supply incentive trips. Eligible dealer personnel are: Owners, General Managers, and Sales Managers who have direct influence on the sale of equipment.
- Maximum number of trips per dealership is limited to two couples.
- This trip is limited to adults only.
- M&A Supply Company accepts no responsibility for delays or cancellations beyond its control. Should a trip be canceled due to conditions beyond its control, M&A Supply Company will attempt to find an alternative trip, based on the timing of the cancellation and the cancellation penalties accrued with the originally scheduled trip.
- The trip package includes only what is described. Any expenses incurred outside the package are at the dealer's expense. M&A Supply Company is not liable for any expenses incurred due to accident, sickness, or loss of property during the trip. Any person leaving the group does so at his/her own expense.
- Any airline luggage expense is to be paid by the trip participant.
- Charges incurred by late name changes or late-date cancellations (within 120 days of travel) will be passed on to the participating dealer.
- Dealer's account must be current in order to qualify for trip.

