



2019 FULL YEAR FAD FINANCING PROGRAM GUIDELINES

Full Year FAD Financing Promotion Dates

Sales Period: January 1st, 2019 – December 31st, 2019

Claiming Period: Before 6PM CST, January 31st, 2020

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PROGRAM OBJECTIVE

Carrier® Factory Authorized Dealers (FADs) continue to have a competitive advantage in 2019 with the FAD Full-Year Financing Program. This program will provide FADs with reimbursements on qualifying financing plans and equipment for the entire year. It is designed to aid in promoting sales of Carrier systems in the residential add-on and replacement market and help dealers increase their product sales mix as well as increase their close rate. This program eliminates interruptions tied to the start/stop selling periods of seasonal promotions and off-sets a portion of the cost associated with providing financing to homeowners.

DEALERS MUST FILE REIMBURSEMENT CLAIMS FOR THIS PROMOTION AT www.CarrierIncentives.com.

Promotion terms are subject to (1) product availability and (2) change or cancellation without prior notice.

PROGRAM RULES

Promotion Dates

All sales must occur between January 1, 2019 and December 31, 2019. For each eligible financing reimbursement, FADs have 30 days from the date of the sale to (1) install the qualifying equipment, (2) file the financing promotion claim on CarrierIncentives.com, AND (3) process funding for Carrier Consumer Financing through Wells Fargo® Retail Credit for the homeowner financing transaction.

This promotion is **not** retroactive for financed sales of qualifying equipment prior to January 1, 2019. Carrier systems or units sold after December 31, 2019 do not qualify for this promotion.

Dealer Eligibility

To be eligible to participate in this promotion, a Carrier dealer must meet all of the following criteria at the time of sale and during the claiming/reimbursement process.

- 1. Current with all FAD eligibility requirements**
2. Status must show: "active" in the HVACpartners.com dealer profile for the FAD program at the time of sale and throughout the claiming/reimbursement process.
 - a. If FAD status is not maintained (either 1 or 2 above) at any point in the sale/claiming/reimbursement process, the dealer is not eligible for reimbursement.
3. Dealers working toward the FAD requirement and non-FADs are not eligible for this promotion.
- 4. Enrolled in the Carrier Consumer Financing Program through Wells Fargo Retail Credit.**
5. Carrier FAD must be located and doing business in the United States. Carrier FADs located in Canada are not eligible.

Dealer Program Enrollment

In order for a dealer to have this promotion as an option on the CarrierIncentives.com website, a dealer must meet the following enrollment requirements.

Enrollment Requirements	Dealer Contact for Questions
"Active" status in HVACpartners.com dealer profile for the FAD program	Distributor HVACpartners.com Administrator
Enrolled in Carrier Consumer Financing through Wells Fargo Financial National Bank	Wells Fargo Client processing 1-800-551-5111 Monday – Saturday & Holidays: 8am – 10pm CST Sunday 10am – 10pm CST Closed Easter Thanksgiving, & Christmas

Eligible Sales

Sales to homeowners in the U.S. are eligible for the FAD Full-Year Financing Promotion. Only Carrier systems/units sold as a replacement for the homeowner's existing system/units or as an add-on to an existing home qualify.

The following sales are NOT eligible for this promotion:

- Commercial or institutional applications
- Residential new construction applications or upgrades
- Multi-Family applications
- Investors/investment properties

Eligible Products

Eligible products are listed as a table with the associated reimbursement amount on the following page.

- All reimbursements on the financing product grid, excluding dustless splits must include the sale of a standard Carrier, Ecobee, or Cor branded control. Standard controls include Infinity® System (SYSTXCC), Performance™ Series (TP or ZONECC), Comfort™ Series (TC or ZONECC), Ecobee, or Cor™ Thermostats (TST).
- Eligible products must be financed through one of the following plans.

Wells Fargo Plan Number (must be entered when financing claim is filed)	Plan Description ¹
1066	18 Month No Interest Paid in Full with Regular Monthly Payments ²
4079	Special Rate ³ 0% APR with 24 Equal Payments ⁴
4091	Special Rate ² 0% APR with 36 Equal Payments ³
4103	Special Rate ² 0% APR with 48 Equal Payments ³
4115	Special Rate ² 0% APR with 60 Equal Payments ³
3442	Special Rate ² 0% APR with 72 Equal Payments ³

Dealer Reimbursement

For each eligible financing reimbursement, FADs have 30 days from the date of the sale to (1) install the qualifying equipment, (2) file the financing promotion claim on CarrierIncentives.com, AND (3) process funding through Wells Fargo Retail Credit for the homeowner financing transaction.

Dealer Claim Process

1. Homeowner selects a qualifying financing plan with Carrier Consumer Financing through Wells Fargo to purchase and finance eligible products listed in the program grid.
2. FAD pays full financing fee due to Wells Fargo at time of financing transaction
3. To claim financing reimbursement, FAD goes to www.CarrierIncentives.com and enters sale date and selects FAD Full-Year Financing Promotion
 - a. FAD enters eligible products, purchase date, installation date, and includes salesperson's MyHVACpin #
 - b. FAD enters last 4 digits of Homeowner's Wells Fargo Account # (provided when financing was approved), and selects the promotion financing plan number used, validates and confirms accuracy of information entered, completes claim and documents claim confirmation number.
4. Promotion Administrator
 - a. Audits claim with Wells Fargo data, confirming accuracy of homeowner / dealer information, promotion financing plan #
 - b. Calculates dealer financing reimbursement and processes transaction
 - c. Processes funding file to distributor for dealer reimbursement
5. Distributor reimburses dealer account, per Distributor's standard reimbursement practices

IMPORTANT! In order to receive eligible financing reimbursement, dealers MUST submit a claim at CarrierIncentives.com. **No Claim = No Reimbursement.**

¹ All consumer credit terms are subject to Wells Fargo Credit Card Agreement terms and conditions.

² No-Interest if Paid in Full: The interest accumulates during the promotional period. Interest is added into the customer account balance if the account is not paid in full during the promotional period. If the customer pays the balance in full before the promotional period expires, they pay no interest.

³ Special Rate: The special rate APR will apply to the purchase until the purchase is paid in full.

⁴ Equal Payments: The monthly payment required during the equal payments period will be in an amount required to pay the unpaid balance of the account at the beginning of the first billing cycle of the equal payments period, in fixed monthly payments, rounded to the next higher whole cent. Because of rounding, the final fixed monthly payment could be less than the other fixed payments.

2019 Full Year FAD Financing Program – Dealer Guidelines

Outdoor Unit				+	Indoor Unit			+	Required Control	=	Rebate Amount
INFINITY					INFINITY				Carrier or Cor branded control or Air Purifiers. Carrier branded control: SYSTXCC TP, TC Cor™ Thermostats TST Ecobee: 4 Pro, 3 Lite Pro OR DGAPA, PGAPA*, GAPAA*, GAPAB*		
24VNA9	24ANB7	25VNA0	25HNB5	+	59MN7	58CVA(X)	FE	+		=	6%
24VNA0	24ANB6	25VNA8			59TN6						
24ANB1		25HNB6									
INFINITY					PERFORMANCE				Carrier or Cor branded control or Air Purifiers. Carrier branded control: SYSTXCC TP, TC Cor™ Thermostats TST Ecobee: 4 Pro, 3 Lite Pro OR DGAPA, PGAPA*, GAPAA*, GAPAB*		
24ANB1	24ANB7	25HNB6	25HNB5	+	59TP6	58CTW	FZ	+		=	5%
	24ANB6				59SP5	58PHB(Y)	FV				
					59SP2	OVM	OVL				
PERFORMANCE					INFINITY				Carrier or Cor branded control or Air Purifiers. Carrier branded control: SYSTXCC TP, TC Cor™ Thermostats TST Ecobee: 4 Pro, 3 Lite Pro OR DGAPA, PGAPA*, GAPAA*, GAPAB*		
24ACB7	24ACB3	25HCB6	25HPB6	+	59MN7	58CVA(X)	FE	+		=	5%
24ACC6	24AHA4	25HCC5	25HHA4		59TN6						
24APB6											
PERFORMANCE					PERFORMANCE				Carrier or Cor branded control or Air Purifiers. Carrier branded control: SYSTXCC TP, TC Cor™ Thermostats TST Ecobee: 4 Pro, 3 Lite Pro OR DGAPA, PGAPA*, GAPAA*, GAPAB*		
24ACB7	24ACB3	25HCB6	25HPB6	+	59TP6	58CTW(Y)	FV	+		=	4%
24ACC6	24AHA4	25HCC5	25HHA4		59SP5	58PHB(Y)	FZ				
24APB6					59SP2	OVM	OVL				

Packed Products				+	Required Control	=	Rebate Amount
50VG	50VR	48VG	48VR	+	Carrier, Cor, or Ecobee branded control or Air Purifiers.	=	5%
Geothermal							
GC	GZ			+		=	5%
Ductless							
Toshiba Carrier: RAS*,RAV MMYF-1P, MCY7				+	Control Not Required	=	3%
GR*, GJ*, MP, VMH-1P							
MA*R, MBR, MGR							

Individual Unit Sales							+	Required Control	=	Rebate Amount
59MN7	58CVA(X)	24VNA9	24ANB1	24ANB6	25VNA8	25HNB5	+	Carrier, Cor, or Ecobee branded control or Air Purifiers.	=	3%
59TN6	FE	24VNA0	24ANB7	25VNA0	25HNB6					
59TP6	58CTW	FV	24ACB7	24ACB3	25HCB6	25HCC5	+		=	2%
59SP5	58PHB(Y)	FZ	24ACC6	24AHA4	25HCB6	25HHA4				
59SP2	OVM	OVL	24APB6		25HPB6					

*Models followed by an asterisk are Last Call models. These models will not be available in 2020 promotions.

Understand the Financing Rebate Amount

The reimbursement percent is listed on the grid, but what does that mean? See the below example:

On a qualifying sale, a **24ANB7 + 59TP6 + TP-WEM** were financing on **Wells Fargo plan 4103**.

Everyday Wells Fargo FAD Rate	-	Reimbursement based on the Promotion Grid	=	Final Dealer Cost
15.10%	-	5%	=	10.10%

The "Everyday Wells Fargo FAD Rate" listed may not be the current Wells Fargo FAD rate. Please see the most recent Wells Fargo Price Sheet for the Wells Fargo dealer cost.

Cool Cash Rebates

Dealers may not claim the FAD Full-Year Financing Promotion on the same sale that a Carrier Cool Cash rebate is claimed.

IMPORTANT: If a FAD offers both a Cool Cash product rebate and a FAD Full-Year Promotion financing plan, the factory authorized dealer can only claim reimbursement for either the consumer rebate OR the financing, not both. For Example:

- If a FAD chooses to claim the financing reimbursement, the FAD is responsible for 100% of the cost to fund the homeowner's product rebate. FADs are also responsible for all rebate payment arrangements to the homeowner. Equipment claimed must be eligible on both the "FAD Full-year Promotion" Product Grid AND on the "Cool Cash Product Rebate Grid".
- If a FAD chooses to claim for the product rebate reimbursement, the FAD assumes 100% of the financing cost.

Key Contacts for Promotion Support

Dealer Resources

- General promotion inquiries: Carrier Expert Central 1-800-946-2930
- Specific claim inquiries, claim submission process: Promotion Processing Team 1-800-236-4603 or customersupport@biworldwide.com
- Carrier Distributor/Territory Manager
- Wells Fargo Retail Services – Client processing 1-800-551-5111

Distributor Resources

- General promotion inquiries: Carrier Expert Central 1-800-946-2930
- Specific Claim inquiries, claim submission process: Promotion Processing Team 1-800-236-4603 or customersupport@biworldwide.com
- Carrier Regional Sales Manager

Promotion Deadlines

Accounting guidelines and regulations will not permit claim exceptions to be funded beyond the published deadlines

ADVERTISING SUPPORT

To help advertise financing, Carrier provides pre-written advertising materials available in the Ad Kit on HVACpartners.com. Available materials include: radio, print ads, direct mail, door hangers, and promotional aids.

Creating your own advertisements featuring a financing offer?

Dealers must comply with all Wells Fargo advertising requirements, including any and all regulatory information and disclaimer information, contained on the Wells Fargo Online Resource Center.

Please review the Wells Fargo advertising requirements on the Wells Fargo Online Resource Center that can be found by visiting:

https://retailservices.wellsfargo.com/programs/df3080921/en_US/pdfs/advertising_requirements.pdf

Co-Op Funds

Co-op dollars from the “end-user media communications” portion of marketing funds may be used to advertise and promote the FAD Full-Year Financing Promotion.

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