



4% DEALER COST REBATE FOR

whatever

PROJECT SPRING MAY BRING.

Let Bryant cover part of your financing costs through June 30th, 2019, when using the Bryant® Retail Financing Program through Wells Fargo® Plan 3016!



YOUR VALUE

- Low financing cost!
- Competitive offering
- No additional steps to opt in

HOMEOWNER VALUE

- Low monthly payment with approved credit
- Competitive against credit card payment options



Wells Fargo Plan 3016 Promotion + Bryant Flex + AIG Warranty = \$\$\$

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Spring Financing Promotion Guidelines

Active: April 1, 2019 – June 30, 2019



PROMOTION OVERVIEW

To encourage enrollment in and utilization of Wells Fargo financing, dealers will be provided a 4% reimbursement of their financing costs for eligible volume financed through the Bryant Retail Financing Program through Wells Fargo Plan 3016 from April 1, 2019 – June 30, 2019.

FAD PROGRAM DETAILS

Plan Code	Customer Credit Terms ¹	FAD Cost (Wells Fargo Rate Sheet)	Spring Promotion Rebate	Final FAD Cost (after claiming)
3016	Special rate of 7.90% APR with custom monthly payments of 2.00%	7.05%	4%	3.05%

NON-FAD PROGRAM DETAILS

Plan Code	Customer Credit Terms ¹	Non-FAD Cost (Wells Fargo Rate Sheet)	Promotion Rebate	Final Non-FAD Cost (after claiming)
3016	Special rate of 7.90% APR with custom monthly payments of 2.00%	7.75%	4%	3.75%

SPRING REBATE PROMOTION EXAMPLE

Dealer Type	Job Size	Wells Fargo Discount %	Wells Fargo Cost	Spring Promotion Rebate at 4%	Net Discount Rate	Net Wells Fargo Cost with Rebate
FAD	\$10,000	7.05%	\$705	\$400	3.05%	\$305
Non FAD	\$10,000	7.75%	\$775	\$400	3.75%	\$375

PROMOTION DATES

This promotion is effective for Evolution® and Preferred® sales received from April 1, 2019 to June 30, 2019. Claiming deadline is July 15, 2019.

PROMOTION CLAIMING

Claiming will be available through www.BryantPromotions.com through July 15, 2019.*

DEALER ELIGIBILITY

To have this promotion as an option on the BryantPromotions.com website, dealer must be enrolled with Bryant Retail Financing Program through Wells Fargo. This requires dealer to have a valid HVACpartners Company ID.

DEALER REIMBURSEMENT

Reimbursement will be paid on dealer's Evolution and Preferred volume through the Bryant Retail Financing Program through Wells Fargo Plan 3016. Reimbursement will be provided when claims are submitted through www.BryantPromotions.com by July 15th, 2019.

REIMBURSEMENT PERCENT

Dealers will be provided a reimbursement equal to 4% of their Wells Fargo cost. Dealers will only receive the reimbursement when using Plan Code 3016 with Evolution and Preferred products.

PAYMENT

All reimbursements will be paid monthly by the 15th of the following month. For example, all claims submitted between April 1st and April 30th, 2019, will be paid by Wells Fargo directly to the dealer by May 15th, 2019.

DISCLAIMERS

This document contains confidential, proprietary or trade secret information of Bryant Heating & Cooling. It may not be disclosed to any third party without prior written consent from Bryant Heating & Cooling.

Amendments, Modifications, or Exceptions

This promotion is subject to termination at any time, with a 30 day notice, by Bryant. Bryant reserves the right to amend or modify any portion of the promotion at any time with reasonable communication. All amendments are not effective unless published by Bryant in formal Guidelines. Any exceptions to the program guidelines must be approved in writing by the promotion manager or authorized Bryant personnel.

Claims Auditing

All reimbursements under the program are subject to audit. If reimbursement is received on any claim that is later determined to be ineligible, the Distributors/Dealers account will be debited in the amount of the ineligible claim. It is the Distributor's/Dealer's responsibility to maintain copies of supporting documentation and claim reimbursement paperwork for a minimum of 12 months after reimbursement.

¹Please refer to the Wells Fargo Credit Card Agreement for details about credit costs and terms for consumers. Wells Fargo is a registered trademark of Wells Fargo & Company.

*Both individual units and complete system installs are eligible for claiming. No Control required.