

## Zoned Comfort Solutions

2017 Fall Promotion

Effective 8/28/17 through 11/17/17

**Offer \$500 instant savings discount to homeowner with purchase of a multi-zone system** (50/50 co-op distributor & Mitsubishi Electric)

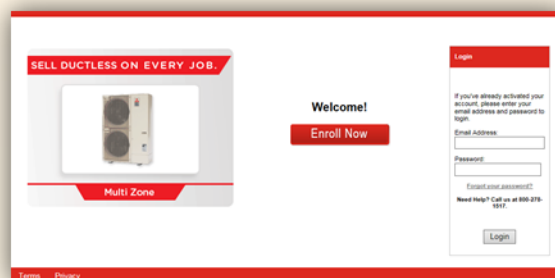
**- PLUS -**

**Diamond Contractor Incentive of \$100 per qualifying multi-zone system** (MXZ-B, MXZ-C, MXZ-C\*HZ—100% Mitsubishi funded)

**- PLUS -**

**Additional Diamond Contractor BONUS of \$250 per MVZ sold with above qualifying multi-zone system**

**SELL → CLAIM → REWARD**



[www.ductlessrewards.com](http://www.ductlessrewards.com)

See page 2 for promotion rules & guidelines

## **Zoned Comfort Solutions**

### **2017 Fall Promotion**

**Effective 8/28/17 through 11/17/17**

#### **Key Guidelines** (applicable to both the homeowner offer & contractor incentives)

- ◆ *Only Diamond Contractors in the Central Business Unit are eligible*
- ◆ *Invoice/proof of purchase must be dated within the promotional period of 8/28-11/17*
- ◆ *Internet sales, special quotes and multi-family projects do not qualify*
- ◆ *Sale must be residential*
- ◆ *Limited to purchases and installations in IA, IL, IN, KY, MI, MN, ND, NE, OH, SD, WI, WV*

#### **Homeowner Offer**

- ◆ *Flat discount of \$500 per multi-zone system shown on homeowner invoice*
- ◆ *Handled through standard co-op claims process between your distributor and Mitsubishi Electric*
  - ◆ *Simply submit a copy of the signed homeowner invoice/proof of purchase to your distributor with a line showing the discount*
- ◆ *All co-op claiming will follow standard deadlines for 2017*

#### **Contractor Incentives**

- ◆ *\$100 incentive per qualifying multi-zone system sale during promotional period*
  - ◆ *MXZ-B, MXZ-C or MXZ-C\*HZ*
- ◆ *Additional \$250 incentive per MVZ included with qualifying MXZ system sale during promotional period*
  - ◆ *All MVZ Series Air Handlers*
- ◆ *Submit claim on [ductlessrewards.com](http://ductlessrewards.com) and attach distributor invoice. Incentives will be loaded to Ductless Rewards Card*
- ◆ *Claiming deadline: 12/1/17*

**Below are recommendations for invoice language around homeowner offer. After full quote has been written (and tax applied to the full value of the sale):**

- 1. "Mitsubishi Promotion Discount—\$500"**
- 2. "Fall Promotion Discount—\$500 "**
- 3. "\$500 Homeowner Discount"**
- 4. "Zoned Comfort Solutions Discount—\$500"**