

SAMSUNG



since 1945

 **HVAC**
PREFERRED
DEALER
PROGRAM
April 2020



Why become a Samsung dealer?

Because of our unrivaled commitment to innovative products, incredible customer service and one-of-a-kind dealer support. We're a brave, new kind of HVAC company and seek to partner with like-minded HVAC contractors. Together, we can do the amazing.

SamsungHVAC.com/dealers

Learn. Grow. Reap the HVAC rewards.



Step 1

Fill out our Prospective Dealer Questionnaire on SamsungHVAC.com.



Step 2

Meet with your distributor partner to complete program enrollment.



Step 3

Begin receiving benefits after your first registered system.

Along with gaining access to our ambitious incentive program with great prizes you can earn, you'll gain valuable support to grow your business. Our highly knowledgeable and talented team brings you advanced training courses, marketing and sales tools, consumer financing, post-sale support, and more. It's a great deal for dealers.

Apply now at SamsungHVAC.com/dealers.

There are 3 levels in the Preferred Dealer program with increasing rewards based on participation.

Dealer

Once you register your first** system, you will be listed on the Samsung HVAC dealer locator on SamsungHVAC.com following the Preferred and Preferred *Plus* Dealers in your area along with all Dealer benefits. See detailed benefits on next page.

if applicable:



Preferred Dealer

Once you register 5** installed systems and complete 1 required training course, you will be listed on the Samsung HVAC dealer locator on SamsungHVAC.com following the Preferred *Plus* Dealers in your area along with Dealer and Preferred Dealer benefits. See detailed benefits on next page.

Consumer friendly identifying icons:

if applicable:



Preferred *Plus* Dealer

Once you register 25** installed systems and complete 2 required training courses, you will have priority listing on the Samsung HVAC dealer locator on SamsungHVAC.com within a 100 mile radius along with Dealer, Preferred Dealer, and Preferred *Plus* Dealer benefits. See detailed benefits on next page.

Consumer friendly identifying icons:

if applicable:



Icon Legend

	Installation Earned after the completion of the RLC05 Overview and Installation training course.		Pro Installer Earned after the installation and registration of 25 Samsung systems.		Financing Available Earned after enrolling in the Samsung HVAC financing program.
	Service & Troubleshooting Earned after the completion of RLC06 Advanced Service and Troubleshooting training course.		NATE Certified Identifies NATE Certified dealers		

**Must meet registration requirements in a 12 month period to remain in the respective tier. This is a rolling 12 months beginning the day of enrollment.

Benefits

A detailed look at more rewards you can receive based on your program level:

DEALER	PREFERRED DEALER	PREFERRED PLUS DEALER	
		✓	Website Development and Hosting. Have Samsung HVAC develop and host your company website! Restrictions apply.
		✓	Exclusive Promotions. Bonus double reward point promotions.
		✓	Priority Listing on SamsungHVAC.com Dealer Locator
		✓	Access to VIP Technical Support. Priority call response. Call scheduling.
		✓	Extended Warranty Options.* Labor, parts, and compressor. Select models.
	✓	✓	Samsung Branding Points. 25 points per registered system. (\$12.50 value per system!) Apply toward purchases in the Samsung HVAC Promo Shop.
	✓	✓	Complimentary Vehicle Magnets. Upon request.
	✓	✓	Purchase Rewards. Calendar year point reward system. Must register systems to accumulate points. \$100-\$150 value per system! Redeemable for thousands of items!
	✓	✓	Dealer Welcome Kit. Containing Samsung HVAC branded items. Co-branded items included for Preferred <i>Plus</i> Dealers.
	✓	✓	Locator Consumer Friendly Icons
	RLC05	RLC06	Training Course Requirements
✓	✓	✓	Consumer Financing. Simple, paperless application process. Quick credit decisions. Direct support from sales representatives. Training and advertising resources.
✓	✓	✓	Lead Generation
✓	✓	✓	Full Access to Samsung HVAC Mobile App
✓	✓	✓	Samsung HVAC Dealer Link. Product registration. Bill of materials. Support files. Product literature. Branding Points.
✓	✓	✓	SamsungHVAC.com Dealer Locator
1	5	25	System Registration Requirements**

* Not applicable in Canada **Must meet registration requirements in a 12 month period to remain in the respective tier. This is a rolling 12 months beginning the day of enrollment.

For more information or to locate a distributor in your area,
please visit **SamsungHVAC.com/dealers**.

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PREFERRED DEALER PROGRAM INCENTIVES

Preferred and Preferred *Plus* Dealers are incentivized for each qualifying system registration. Installed systems registered with Samsung HVAC will receive points to redeem in multiple rewards programs.

SamsungHVAC.com/dealers

Purchase Rewards – Over 6,000 prize options!

Qualified system registrations are eligible to receive Purchase Reward points! Preferred and Preferred *Plus* Dealers will need to register installed systems with Samsung HVAC to receive points.

Preferred and Preferred *Plus* Dealers can access points at SamsungHVAC.com/rewards. The Samsung Dealer code is needed to initially access the Purchase Reward point account.

SYSTEM TYPE	REWARDS VALUE
Residential	100 points (\$100 value)
Light Commercial, FJM, and DVM S Eco	150 points (\$150 value)

Qualified systems registered on one of the following platforms will receive Purchase Reward points on SamsungHVAC.com/rewards:







- Samsung HVAC Dealer Link
- Samsung HVAC Mobile App
- SamsungHVAC.com
- Samsung HVAC B2B B-Link (distribution partners only)

Program notes: Points are not redeemable for cash and have no cash value. Points not redeemed at the end of the redemption period will be forfeited. Any liability for federal income tax (or other taxing entity) imposed on any rewards received from participant in the program will be the responsibility of the participant. Samsung HVAC bears no responsibility for tax obligations. Samsung HVAC reserves the right to alter or discontinue the program at any time. In all matters pertaining to the rules of this program, the interpretation and decision of Samsung HVAC shall be final. In the unlikely event you receive your award damaged or defective, please contact award headquarters customer care team immediately upon the receipt of the shipment at 800-255-2639.



Purchase Rewards – Over 6,000 prize options!








Take a look at some of our prizes...

1 Music Download	Mitaki-Japan® 12-Bulb LED Lantern	Buck Vantage Knife
<p>Cost: 2 points</p> <p>Description: Access to a robust 4-million song library of MP3's that include today's top hits and are compatible with Mac, PC, Windows®, iTunes® and Android® OS. Once ordered, you will receive an email with your Digital Code and instructions on how to redeem; codes will expire 30 days from receipt.</p> 	<p>Cost: 9 points</p> <p>Description: Perfect for outdoor excursions or indoor power outages. Features LED bulbs, compass and handle. Requires (3) "AA" batteries (not included). Measures 3-3/8" x 6-3/8" x 3 3/4".</p> 	<p>Cost: 46 points</p> <p>Description: This versatile knife features a 3 1/4" drop point blade made of 420HC stainless steel. The black glass reinforced nylon handle has stainless steel liners and a liner lock.</p> 
Whistler® Radar/Laser Detector	Presto® Electric Knife Sharpener	Coach® Slim Wallet
<p>Cost: 63 points</p> <p>Description: Detects all 4 speed monitoring systems. VG-2 Alert, Safety Alert® signals and more. Three city models to reduce false alerts. Includes power cord and windshield bracket kit.</p> 	<p>Cost: 57 points</p> <p>Description: Razor sharp knives at home with this 2-stage system that sharpens blades in seconds then polishes the edge.</p> 	<p>Cost: 149 points</p> <p>Description: Smooth leather zip-around wallet organizes cards, cash and small essentials. Center zip compartment. 3 3/4"H x 7 3/4"L. Available only in black.</p> 

Apply now at SamsungHVAC.com/dealers.

Purchase Rewards – Over 6,000 prize options!







More prizes...

DeWalt® 20V MAX Li-Ion Oscillating Multi-Tool Kit	Event Tickets / Air & Hotel	Autotec® Drone
<p>Cost: 319 points</p> <p>Description: Features brushless motor, dual grip variable speed trigger, 0-20,000 opm, LED light, and Quick-Change accessory system. Includes 28 piece accessory kit, battery and fast charger.</p> 	<p>Event Ticket Cost: Starting at 150 points</p> <p>Description: Concerts, sporting events, amusement parks</p>  <p>Air & Hotel Cost: Starting at 150 points</p> <p>Description: Flights, hotel stays</p> 	<p>Cost: 209 points</p> <p>Description: Features Intelligent Orientation Control (IOC) system, 8MP HD camera (support HD 720p, 1080p MOV video quality) easy to attach and remove, holding case compatible with GoPro action camera (not included), headless mode, 6-axis gyro system, 2.4G frequency RC transmitter, 360 degree eversion, built-in LCD transmitter, super bright colorful LED light and USB charging cable. Ages 12+ yrs.</p> 
Oakley® Conductor 8 Polarized Sunglasses	Nintendo® Switch Gaming Console	Bushnell® Scout DX Camo Laser Rangefinder
<p>Cost: 231 points</p> <p>Description: Clean, sophisticated styling with an edgy temple design and sporty full rim alloy frame. Three-point fit holds lenses in precise alignment for all day comfort. Matte Black Frame with Black Iridium.</p> 	<p>Cost: 449 points</p> <p>Description: The mobility of a handheld added to the power of a home gaming system. At home, the system rests in the Nintendo Switch dock and connects to your HDTV. Remove from the dock for portable action on its 6.2-inch screen. Features 32GB hard drive and Wi-Fi compatibility.</p> 	<p>Cost: 461 points</p> <p>Description: Acquires target with built-in E.S.P. Turbo processor. ARC calculates compensated distance based on terrain angle to give you an accurate “shoots like” reading out to 99 yards - even displaying 1/10th yard out to 199 yards. 6x magnification, camo unit. 1/2 yard accuracy. Built in inclinometer provides ARC. Range: 5-1000 yards. Fully waterproof. Carrying case, battery & neck strap included.</p> 

Apply now at SamsungHVAC.com/dealers.

Purchase Rewards – Over 6,000 prize options!

More prizes...

Wen® 3500 Watt Generator	ESP® LTD Fretless Five String Bass Guitar	Remington® Rainier Two-Stage Snow Thrower
<p>Cost: 667 points</p> <p>Description: Features 6.5HP engine, four gallon fuel tank, low-oil auto shutdown, multiple receptacles, DC outlet and digital hour meter. Not available for shipment to California. Includes wheel kit.</p> 	<p>Cost: 816 points</p> <p>Description: Features spalted maple top, natural satin finish, ash body, five piece maple/rosewood neck, rosewood fingerboard and black nickel hardware.</p> 	<p>Cost: 1,019 points</p> <p>Description: Features 243cc engine, 15" tires, extended chute design, 28" clearing width, 21" intake height, in-dash headlight and six forward and two reverse speeds.</p> 
Canon® EOS Rebel 24.2 MP Digital SLR	Minn Kota® Fortrex Trolling Motor	Samsung 65" Curved 4K Smart UHD TV
<p>Cost: 1,201 points</p> <p>Description: Features ISO 100 - 12800 for superior images in various lighting conditions, full HD video, 3" vari-angle LCD monitor and built-in Wi-Fi and NFC. Includes 18-55mm IS Lens, battery with charger, interface cable and software.</p> 	<p>Cost: 1,754 points</p> <p>Description: Bow mount freshwater motor packs up to 80-pounds of thrust for a fun-filled day on the water. Mono-arm design, CTS, lift-assist, illuminated directional indicator and more. 45" shaft.</p> 	<p>Cost: 2,587 points</p> <p>Description: Features 4K Color Drive Pro, Essential Black Pro, 4K HDR Pro, built-in Wi-Fi, Smart TV, Smart Hub and Smart apps, quad core processor, web browser, Motion Rate 120 and DTS Premium Sound 5.1.</p> 

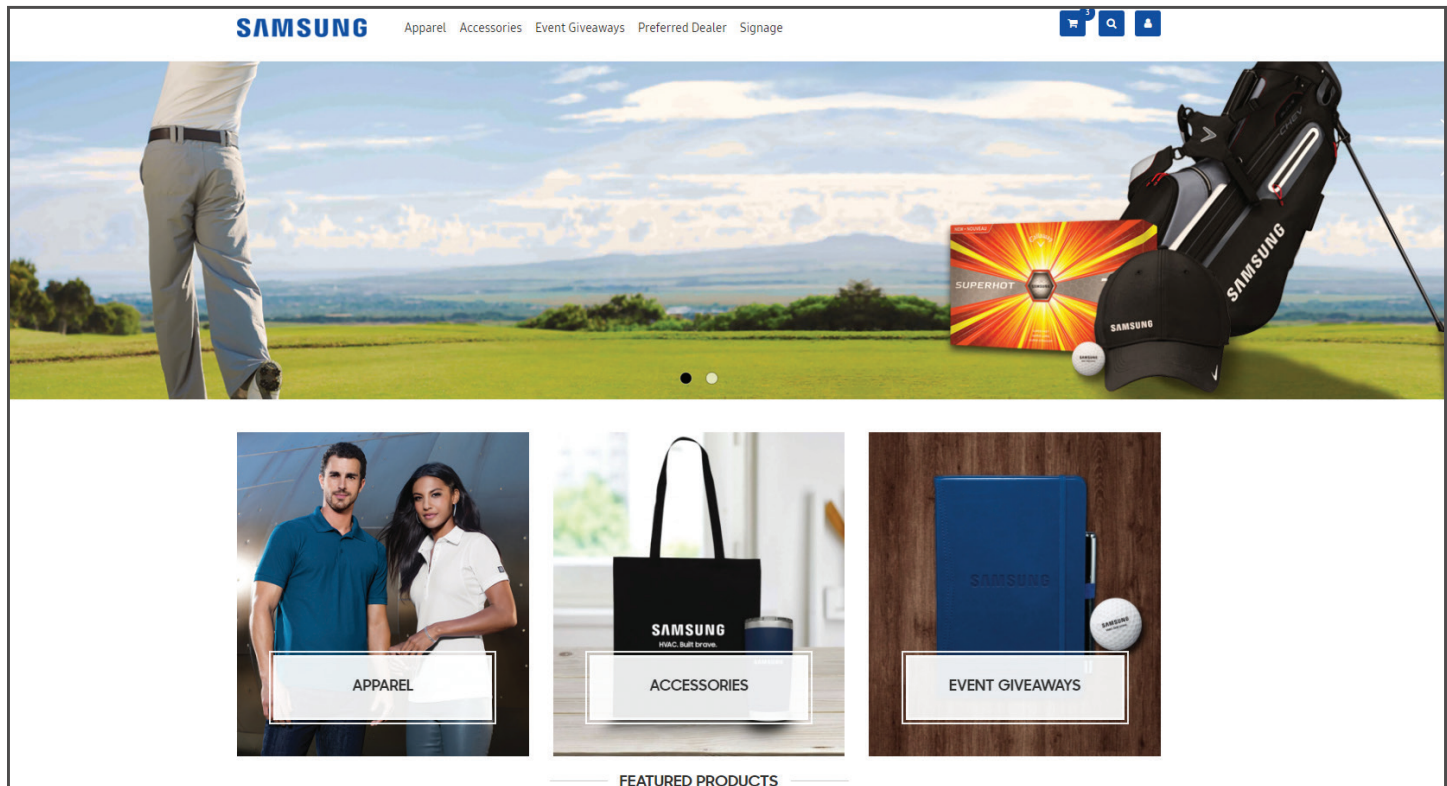
Apply now at SamsungHVAC.com/dealers.

And many more prizes...

Branding Points – Over 100 prize options!

In addition to Purchase Reward points, Preferred and Preferred *Plus* Dealers receive 25 Branding Points per system registration! Branding Points are valid on SamsungHVAC.com/promo for Samsung branded items such as polo shirts, golf bags, backpacks, signage, vehicle decals, and more!

Preferred and Preferred *Plus* Dealers must log in to Samsung HVAC Dealer Link to view and redeem points. Branding Points are not loaded to accounts on SamsungHVAC.com/promo. Redeemed points are provided in the form of a promotional code sent to the dealer email address on file.



Some of the available prizes!



Questions? Contact dealerquestions@samsunghvac.com.

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