

2023 MULTI-ZONE GROWTH REBATE

EARN MONEY WHEN YOU SELL MITSUBISHI ELECTRIC ZONED COMFORT SOLUTIONS

MARCH 1 – JUNE 30, 2023



OFFER EFFICIENT WHOLE-HOME COMFORT SOLUTIONS

- 20% YoY growth on outdoor condensing units
- Up to \$250 rebate and a Salesman's Spiff up to \$125 per unit*
- Ferguson exclusive
- Rebate is measured on unit count, not sales count**

Ferguson HVAC has an exclusive offer for you and your sales consultants

OFFER HOME COMFORT SOLUTIONS

- Grow your installs by 20% and earn a rebate on every outdoor condenser you purchase during this period
- Install more multi-zone systems to earn a larger rebate!
- Example: 10 units x 20% = 2

PAYOUT CHART

*Credit will be issued to dealer's Ferguson HVAC account July 2023.

| MULTI-ZONE REBATE | | | | SALES CONSULTATION SPIFF | | | |
|-------------------|-------|---------|-------|--------------------------|------|---------|-------|
| SINGLE-ZONE | \$50 | 4-ZONE | \$200 | SINGLE-ZONE | \$25 | 4-ZONE | \$100 |
| 2-ZONE | \$100 | 5+ ZONE | \$250 | 2-ZONE | \$50 | 5+ ZONE | \$125 |
| 3-ZONE | \$150 | | | 3-ZONE | \$75 | | |

- Offer Synchrony Financing to close more sales
- Utilize the IRA Tax Credit and local Utility Rebates
- Build in an extended warranty for every job using the **Ferguson Exclusive** JB Warranty Buy-Down Offer
- Mitsubishi Electric offers e-learning and ASM webinar training to help you sell more multi-zone systems

THIS IS A FERGUSON EXCLUSIVE OFFER FOR ARIZONA, NEVADA AND CALIFORNIA ONLY

**Ferguson to provide individual dealers with actual growth targets.

JB&WR equipment and all Special price projects are excluded. Must be a signed Diamond Contractor with Ferguson HVAC to qualify.

FOR MORE INFORMATION PLEASE CONTACT LAURIE SUMNER:

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