



October 1, 2019 – US Only

## Daikin Oct-Dec 2019 Consumer Program – CONSUMER FINANCING\*\*

### Eligible Participants (Daikin Comfort Pros/Homeowners) and Timing:

This program is eligible for participating independent Daikin Comfort Pros in the U.S. ONLY with a signed dealer agreement.

- U.S. Homeowner must purchase equipment and execute a consumer financing contract with an EGIA lender between **October 1, 2019 and December 31, 2019.**
- Daikin Comfort Pro must install between **October 1, 2019 and January 15, 2020.**
- All consumer financing contracts **must be funded by EGIA by January 15, 2020.**

### Qualifying Daikin Equipment\*\*\*

- To qualify for **Daikin Oct-Dec 2019** financing buy down, the consumer financing contract must include:
  - A **DX17VSS181, 241, 301, 361, 421, 481 or 601**
  - A **RXSQ24, RXSQ36, RXSQ48 or RXSQ60 OR**
  - A **DX20VC, DZ20VC, DX18TC, DZ18VC, DZ18TC, DX16TC, DZ16TC, DX16SA or DZ16SA OR**
  - A **RZQ30TAVJU, RZQ36TAVJU, RZQ42TAVJU, RZQ48TAVJU, RZR30TAVJU, RZR36TAVJU, RZR42TAVJU, RZR48TAVJU OR**
  - A **DM97MC, DC97MC, DM96MC, DC96MC Modulating Furnace OR**
  - A **DM96VC, DC96VC, DM80VC, DC80VC Variable Speed Furnace OR**
  - A **DVPTC, MBVC, DVPVC, DVPEC Variable Speed Air Handler OR**
  - A **DP16GM, DP16HH, DP16HM, DP15CH, DP14DM Packaged Unit**
    - A **DP15GM & DP15HM Packaged Unit while supplies last**
  - A **QMVJU Aurora Single or MXL Multi-split, MXS Multi-split, or LV Series Ductless System**
- Complete system not required to qualify for financing buy down. A Daikin thermostat is not required.
  - **DCP Standard Program – 3% for 16 Seer 2 Stage+ & Modulating Furnace**
  - **Daikin Elite Dev Members – 4% for 16 Seer Single Stage, 16 Seer 2 Stage, 18 Seer 2 Stage, 20+ Seer Ductless, Multizone Modulating Furnace, Inverter Unitary & Residential VRV**
  - **Daikin Elite Dev Members – 6% for Inverter Unitary, VRV LIFE, Daikin Fit & SkyAir available through all approved lenders**

\*\*\*DCP Year Round Standard Program Qualified Models, All EGIA Lender, Any plan with a dealer fee.

### Daikin Consumer Financing Buy Down through EGIA

- Consumer financing buy down is fulfilled by a **buy down rate rebate to the Daikin Comfort Pro** for both installment loans and revolving account loans (Wells Fargo) and is not limited to specific plan numbers or lender. **Example below:**
  - Example Amount Financed: \$12,500
  - Standard Dealer Discount Rate: 7.25% = \$906.25 discount rate amount paid by dealer
  - Daikin Discount Rate participation rebated to dealer: **3.0% = \$375**
  - Net Promotional Dealer Discount Rate: 4.25% or \$531.25 net amount paid by dealer
- Financing offers apply only to Daikin qualifying equipment \*\*\* financed under the EGIA program.

### Consumer Financing Details:

- Daikin Oct-Dec 2019 Consumer Financing Plan(s) are available in the U.S. through EGIA only.
- Daikin Comfort Pros with a signed dealer agreement must be approved and in good standing with EGIA prior to offering Daikin Financing Offers to Homeowners.
- All EGIA plans are subject to applicable origination fees and credit card processing fees.
- Homeowners are subject to credit approval by EGIA or their approved lenders.
- Finance contracts are subject to a \$15,000 maximum retail sale amount.
  - *Inverter Unitary, VRV Life, Daikin FIT & SkyAir are subject to a \$25,000 maximum retail sale amount.*
- Sales amount used to calculate financing buy down rebate excludes taxes.



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#### **EGIA Rebate Claims Process**

- Daikin Comfort Pro is "funded" by EGIA for each qualifying job, less appropriate EGIA discount cost plus any applicable credit card processing fee.
- **Daikin Comfort Pro is responsible for submitting the consumer financing rebate claim and all supporting paperwork to EGIA.**
- Consumer Financing rebate claims will be **entered online at [www.egia.org/daikin](http://www.egia.org/daikin).**
- All required consumer financing back-up paperwork must be sent to EGIA via [www.egia.org/daikin](http://www.egia.org/daikin) by the Daikin Comfort Pro. EGIA or Daikin are not responsible for lost/missing paper work.
- All jobs submitted under the Daikin Oct-Dec 2019 program must be funded by EGIA by January 15, 2020 and financing buy down claims submitted by January 15, 2020.
- **Please contact EGIA at 888-691-0387 or via email at [daikin@egia.org](mailto:daikin@egia.org) with questions on Daikin Consumer Financing claims.**

## Daikin Oct-Dec 2019 Consumer Financing Advertising Guidelines

#### **Advertising Guidelines & Materials:**

**If Daikin Comfort Pro advertises one of the Daikin Oct-Dec 2019 Consumer Financing Programs, proper disclaimers from EGIA on the loan terms are required.**

#### **Financing Advertising Disclaimer – Required Language**

The consumer finance program is separately administered by EGIA. (Electric & Gas Industries Association). This information is only a summary of current terms of the program. Program is subject to change at any time at Daikin or EGIA's decision. Other financing plans and programs are also available. See your independent Daikin Comfort Pro dealer for complete financing eligibility, dates, details and restrictions for all financing programs.

***Depending on the finance program featured, additional disclosures may be required. Please consult with EGIA for guidance on specific plan numbers.***

#### **Daikin Advertising Media Library**

- Marketing materials can be found at: [www.daikincomfort.com](http://www.daikincomfort.com)
  - Click on PartnerLink in the bottom menu
  - ID = daikin Password = dealer
  - Click on Toolkit
    - Daikin Dealer Toolkit - Unitary
      - Marketing Toolkit
        - Dealer Advertising Media Library
          - Daikin Unitary
            - Special Offers
              - 0% APR for 72 Months
              - 12 Month No Payment, No Interest
              - Reduced Rate APR
              - Special Rates Consumer Financing Offers
              - Rebates

*The consumer instant rebate and financing programs are administered by the Electric & Gas Industries Association (EGIA). This information is only a summary of current terms of the programs. Programs are subject to change at any time at Daikin or EGIA's decision. Other financing plans and programs are also available.*