

2018 Fall Consumer Program Details



Fall Consumer Overview

Important Dates:

- **Sell Dates:** September 3, 2018 – November 23, 2018
- **Install By:** November 30, 2018
- **Claim By:** December 14, 2018

Lead Offers:

US: Receive a rebate up to \$1600 or 60 months of interest free financing!

Canada: Receive a rebate up to \$1600 PLUS don't pay until 2019!



Fall Consumer: Rebate Amounts

■ Ultimate Comfort System

- \$1250*

■ Individual Unit Rebates

- DLSC: \$300
- Elite:\$150
- Merit: \$50**
- Outdoor/Indoor Mini-Split: \$50^
- Packaged Unit: \$350

*Does not qualify to receive a system bonus. Must have an add-on or qualifying thermostat

**System combinations with a Merit product receive a \$100 system bonus

^Indoor/Outdoor Mini Split combo qualifies to receive a \$200 system bonus. Add-on or qualifying thermostat not required

■ Qualifying Thermostats

- iComfort S30, iComfort E30, iComfort M30, iComfort Wi-Fi, CS7500, CS5500, Nest, Honeywell Programmable

■ System Add-Ons:

- S30: \$150
- E30: \$25
- PureAirS: \$100
- PureAir: \$25
- iHarmony: \$100

System Bonus: \$200**

Requires 3 components

Indoor
Outdoor

At least 1 Add-on or qualifying thermostat



Qualifying Product by Tier

▪ DLSC Product

- Outdoor: XC25, XP25, XC21, XP21, SL18XC1, SL18XP1
- Indoor: SLP98V, CBA38MV, SL297NV, SL280NV, SL280V

▪ Elite Product

- Outdoor: XC20, XP20, XC16, XP16, EL16XC1 (XC14), EL15XP1 (XP14)
- Indoor: EL296V, EL296E, EL180NE, EL195NE, EL196E (EL195E), CBA27UHV (CBX27UHV)

▪ Merit Product

- Outdoor: 14ACX, 14HPX, ML14XC1
- Indoor: ML180E (EL180E), ML195, ML193, CBA25UHV (CBX25UHV)

▪ Mini-Splits

- Outdoor: MLA, MPB, MPS, MS8 M22A,
- Indoor: M33A, MCFA, MMDA, MS8C, MWMA, MWMB

▪ Packaged Units

- LRP14, LRP16



Mix and Match Rebate Examples

▪ Ultimate Comfort System

- UCS Indoor + UCS Outdoor + S30 + PureAirS + iHarmony = \$1600
- \$1250 + \$150 + \$100 + \$100 = \$1600

▪ DLSC System

- DLSC Indoor + UCS Outdoor + S30 + System Bonus = \$950
- SL280V + XC25 + S30 + System Bonus = \$950
- \$300 + \$300 + \$150 + 200 = \$950

▪ DLSC + Elite System

- DLSC Indoor + Elite Outdoor + E30 + System Bonus = \$675
- \$300 + \$150 + \$25 + 200 = \$675

▪ Elite System

- Elite Indoor + Elite Outdoor + PureAirS + System Bonus = \$600
- \$150 + 150 + \$100 + 200 = \$600

▪ Mini-Split System

- Mini Split Outdoor + Mini Split Indoor + System Bonus = \$300
- \$50 + \$50 + 200 = \$300

▪ DLSC + Merit

- DLSC Indoor + Merit Outdoor + PureAir + System Bonus = \$475
- \$300 + \$50 + \$25 + \$100 = \$575

▪ Elite + Merit System

- Elite Indoor + Merit Outdoor + M30 + System Bonus = \$300
- \$150 + \$50 + \$100 = \$300

▪ Merit + Merit System

- Merit Indoor + Merit Outdoor + Honeywell Stat + System Bonus = \$200
- \$50 + \$50 + \$100 = \$200



Fall Consumer Financing Options (US)

Ultimate Comfort System

- **Plan 3060: 60 month EPNI**
 - Price: 14.9%
 - Buy-Down: 7%
 - Dealer Cost: 7.9%
- **Plan 1018 – 18 Months Deferred Interest w/ Monthly Payments**
 - Price: 5%
 - Buy-Down: 3%
 - Dealer Cost: 2%
- **Financing Reimbursement Cap: \$1,120**

System Requirements

- Outdoor: XP/XC25
- Indoor: CBA38MV, SLP98V, SL297NV
- Plan 3060 : S30 must be installed to qualify
- Plan 1018: Any add-on or qualifying thermostat must be installed to qualify

System Financing

Any Mix and Match System

- **Plan 3060: 60 month EPNI**
 - Price: 14.9%
 - Buy-Down: 5%
 - Dealer Cost: 9.9%
- **Plan 1018 – 18 Months Deferred Interest w/ Monthly Payments**
 - Price: 5%
 - Buy-Down: 3%
 - Dealer Cost: 2%
- **Financing Reimbursement Cap: \$600**

Qualifying System Options

- **Outdoor:** XP/XC21, XP/XC20, SL18XP/XC1, XP/XC16, EL16XC1, EL15XP1 (XP14), 14ACX, 14HPX, ML14XC1, Outdoor Mini Split
- **Indoor:** SL280NV, SL280V, EL296V, EL296E, EL196E, EL195NE, EL180NE, CBA27UHV, CBA25UHV, EL196E, ML180E, ML195, ML193, Indoor Mini-Split
- Packaged Units
- Must be installed with any add-on or qualifying thermostat from the list (exception Mini-Splits & Packaged Units)

Individual Unit

- **Plan 3025: 25 month EPNI**
 - Price: 8.75%
 - Buy-Down: 3%
 - Dealer Cost: 5.75%
- **Plan 4316: 3 month deferred interest no payment rolled into 6.99% APR for 60 months**
 - Price: 5%
 - Buy-Down: 3%
 - Dealer Cost: 2%
- **Financing Reimbursement Cap: \$210**

Qualifying Individual Units

- **Outdoor:** XP/XC25, XP/XC21, XP/XC20, SL18XP/XC1, XP/XC16, EL16XC1, EL15XP1 (XP14), 14ACX, 14HPX, ML14XC1, Outdoor Mini Split
- **Indoor:** SLP98V, CBA38MV, SL297NV, SL280NV, SL280V, EL296V, EL296E, EL196E, EL195NE, EL180NE, CBA27UHV, CBA25UHV, EL196E, ML180E, ML195, ML193, Indoor Mini Split
- Packaged Units

