



Mitsubishi Electric Heat pump rebate guidelines Spring 2019

Objective: Increase sales of Mitsubishi Electric hyper heat systems during a traditionally slow time frame by offering a consumer gift card promotion

Program Dates: April 1-May 15, 2019

Rebate submission deadline: May 31, 2019

Eligible Products/Installations: Mitsubishi Electric heat pumps installed for residential and or light commercial comfort applications and purchased from The Granite Group. Cooling only systems, new construction projects, server rooms and non-comfort applications are not eligible. See other program guidelines below.

Eligible contractors: Mitsubishi Electric diamond contractors (DC's) selected by The Granite Group.

This program may not be modified in any way without the express written consent of The Granite Group

Dealer Guidelines:

Dealers must market the program in order to participate

- **Diamond contractor marketing plan must be submitted to The Granite Group by March 15th, 2019**
 - If no marketing plan is submitted then dealer is **NOT** eligible to participate
 - Marketing plan must include meeting with Granite Group sales rep and Mitsubishi rep to review plan
- **Visa gift cards (subject to 1/3, 1/3, 1/3 co-op) will be offered as follows:**
 - \$250 for each single zone heat pump (GL) system installed by an approved diamond contractor
 - \$300 for each single zone hyper heat (FH or P series Altios) system installed by an approved diamond contractor
 - \$400 for each multi-zone (non branch box) system installed by an approved diamond contractor
 - \$500 for each multi-zone hyper heat system with branch box installed by an approved diamond contractor

The Granite Group reserves the right to extend or terminate this program at any time with reasonable notice.

- This program is reserved for DC's only as an associated benefit of being a dedicated Granite Group diamond contractor.
- Diamond Contractors will be invoiced for 1/3 of the rebate cost by The Granite Group as a debit on their account.
- Participating Diamond Contractor must submit a completed Distributor/DC rebate program participation form (attached) to The Granite Group by March 15, 2019
- **Rebates are not intended for Builders or new construction projects.**
- **Only 1 rebate is allowed per household**
- Cooling only systems are not eligible for any rebate
- Program begins April 1st, 2019 and ends with contracts signed by May 15th, 2019 and installed by May 31st, 2019.
- Dealer must register the product warranty and provide the model number and serial number of the outdoor unit to the homeowner
- Homeowner is responsible for claiming their rebate at www.customizedcomfort.com by submitting their name and mailing address, name of installing contractor, date of installation, model # and serial # of the outdoor unit.
- Homeowners will receive a gift card in the amount of the earned rebate by June 30th, 2019.
- Rebate claims must be submitted at www.customizedcomfort.com no later than May 31st, 2019.
- The Granite Group will issue rebate debits for claimed rebates to diamond contractors by June 5th, 2019.