



Goodman 2016 Houston Flood Relief Consumer Financing Program

Eligible Participants and Timing:

This program is eligible for a licensed independent Goodman Heating and Air Conditioning Brand Dealers in the Houston GDI region only.

- Houston GDI region Homeowner must purchase eligible equipment and execute a consumer financing contract through an EGIA lender between **June 27, 2016 and August 31, 2016**.
- Licensed independent dealer must **install qualifying equipment between June 27, 2016 and August 31, 2016**.
- All consumer financing contracts **must be funded by an EGIA lender by September 15, 2016**.
- All consumer financing buy down claims **must be submitted to EGIA by September 30, 2016**.
 - Late claims will be paid out at 50% of the dealer rebate amount only for a short period after the initial deadline. Any late claims will be paid at Goodman Manufacturing's discretion.

Standard 3% Financing Buy Down - Qualifying Goodman Brand Equipment*

- To qualify for the Goodman 2016 Houston Flood Relief Consumer Financing Buy Down, the consumer financing contract must include at least one piece of Goodman serialized equipment.
- Installation of a complete Goodman Brand HVAC "system" is not required.

Standard 3% Financing Buy Down through EGIA

- Consumer financing buy down is fulfilled by a **3% rate rebate to the Goodman Brand Dealer** for eligible equipment* on any approved plan type. Example below:
 - Amount Financed: \$12,500
 - Standard Dealer Discount Rate: 7.25% = \$906.25 discount rate amount paid by dealer
 - Goodman Brand Discount Rate participation rebated to dealer: **3.0% = \$375**
 - Net Promotional Dealer Discount Rate: 4.25% or \$531.25 net amount paid by dealer
- **Buy down can be applied across specific EGIA plans with any EGIA lender.** Qualifying plans include:
 - 6 Months No Payments, No Interest
 - **Plan 3068** (GreenSky)
 - **Plan EG725** (Enerbank)
 - 6 Months Regular Monthly Payments, No Interest
 - **Plan 1148** (Wells Fargo)
- Financing offers apply only to Goodman Brand qualifying equipment* financed under the EGIA program.

Consumer Financing Details:

- Goodman 2016 Houston Flood Relief Consumer Financing Buy Downs are available in the Houston GDI region through EGIA only.
- Goodman Brand Dealer must be approved and in good standing with EGIA prior to offering Goodman 2016 Houston Flood Relief Consumer Financing offers to homeowners.
- Finance contracts are subject to a \$15,000 maximum retail sale amount.
- Sales amount used to calculate financing buy down rebate excludes taxes.
- 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.
- Financing buy down rebate may be combined with Private Label Plus / Franklin Retail Sales Person Spiff Program, if applicable.



Air Conditioning & Heating

June 27, 2016 – Houston GDI region

EGIA Rebate Claims Process

- Goodman Brand Dealer is "funded" by EGIA for each qualifying job, less appropriate EGIA discount cost plus any applicable credit card processing fee.
- **Goodman Brand Dealer is responsible for submitting the consumer financing rebate claim and all supporting paperwork to EGIA.**
- Consumer Finance rebate claims will be **entered online at www.egia.org/goodman.**
- All required consumer financing back-up paperwork must be sent to EGIA via www.egia.org/goodman by the Goodman Brand Dealer. EGIA or Goodman Manufacturing is not responsible for lost/missing paper work.
- All jobs submitted under the Goodman 2016 Houston Flood Relief Consumer Financing Program must be funded by EGIA by 9/15/2016. All claims must be submitted by 9/30/2016.
- **Please contact EGIA at 888-691-0387 with questions on the dealer enrollment or rebate claims process.**

Advertising Guidelines:

If a Goodman Brand Dealer plans to advertise one of the Goodman 2016 Houston Flood Relief Consumer Financing Plans, **the following disclaimer is required PLUS additional disclaimers regarding the specific financing plan.** Plan specific advertising disclaimers are available directly from EGIA and its lenders.

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 Goodman Manufacturing or EGIA's decision. Other financing plans and programs are also available. See your independent Goodman Brand Dealer for complete financing eligibility, dates, details and restrictions for all financing programs.

Depending on the installment finance program featured, please include plan specific disclaimers provided by the actual lender.