



Air Conditioning & Heating

Goodman® brand 2020 Financing Buy Down Program



Includes the NEW Goodman 20 SEER Inverter

OCTOBER 1, 2020 – DECEMBER 31, 2020

Goodman brand financing buy down through EGIA*

Consumer financing buy down is fulfilled by a 3% rate rebate to the Goodman dealer for eligible equipment (see matrix) 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

Goodman brand buy down can be applied across any EGIA plan with any EGIA lender.

Qualifying Goodman brand Equipment

To qualify for Goodman brand 2020 financing buy down, the consumer financing contract must include:

- A **GVXC20, GVZC20, GSXC18, GSZC18, GSXC16, GSZC16, GSX16, GSZ16** Outdoor Unit OR
- A **GMVM97, GCVM97, GMVC96, GCVC96, GMES96-U, GMES80-U, GMVC8/80, GCVC8/80**, Indoor Unit OR
- An **AVPTC, AVPVC, AVPEC, MBVC** Air Handler OR
- A **GPG16M, GPH16H, GPH16M, GPC15H** Packaged Unit

Does not require Installation of an Goodman brand "system".

| Outdoor Units | | Indoor Units | | Packaged Units |
|------------------|---------------|---------------------------|--------------|----------------|
| Air Conditioners | Heat Pumps | Furnaces | Air Handlers | Models |
| GVXC20 | GVZC20 | GMVM97 OR GCVM97 | AVPTC | GPG16M |
| GSXC18 | GSZC18 | GMVC96 OR GCVC96 | AVPVC | GPH16M |
| GSXC16 | GSZC16 | GMVC8, GCVC8 | AVPEC | GPH16H |
| GSX16 | GSZ16 | GMES96-U, GMES80-U | MBVC | GPC15H |

* EGIA will rebate dealer via check within 30 days of contract funding date. Subject to a \$15,000 transaction cap and submission of required documentation. Dealers must be signed up with EGIA's Consumer Financing program in order to take advantage of this promotion.

Homeowner must purchase equipment and execute a consumer financing contract with an EGIA lender between October 1, 2020 – December 31, 2020. Licensed independent dealer must install qualifying equipment between October 1, 2020 – December 31, 2020. All consumer financing contracts must be funded by EGIA by January 15, 2021.

EGIA funding payments require no certificate of completion or paperwork. Funds are electronically transferred into the contractor's banking account within 24 – 48 hours. Credit Card processing fees may apply depending on the financial institution used for the contract. See EGIA for details. There's a \$15,000 cap on consumer transactions for this promotion. The Consumer Finance Program is separately administered by EGIA. The program is subject to change at any time at the discretion of Goodman Manufacturing or EGIA. Dealers are subject to approval by the financial institutions and consumers are subject to credit approval. An enrollment link and additional information can be reviewed at <https://Goodman.egia.org/> or you may contact EGIA Contractor Services, at 888-691-0387, for full terms and conditions of the Consumer Finance Program.

Goodman® brand Standard 3% Consumer Financing Buy Down Program (year-round)

Any qualifying EGIA plan can be used to receive a 3% consumer financing buy down. The plans below are just a sampling of qualifying EGIA plans. To see all available plans and rate sheets visit <https://Goodman.egia.org/>

| Plan # | Description | Plan Price | Goodman brand Buy Down | Net Promo Price |
|------------------|------------------------------------|------------|------------------------|-----------------|
| RE468 (EnerBank) | 12 Months No Payments, No Interest | 5.49% | 3.0% | 2.49% |
| 3128 (GreenSky) | 12 Months No Payments, No Interest | 7.75% | 3.0% | 4.75% |

| Plan # | Description | Plan Price | Goodman brand Buy Down | Net Promo Price |
|--------------------|---------------------------------------|------------|------------------------|-----------------|
| 1019 (Wells Fargo) | 12 Months Equal Payments, No Interest | 5.99% | 3.0% | 2.99% |
| 4128 (GreenSky) | 12 Months Equal Payments, No Interest | 6.75% | 3.0% | 3.75% |
| ZRE36 (EnerBank) | 12 Months Equal Payments, No Interest | 7.6% | 3.0% | 4.6% |

| Plan # | Description | Plan Price | Goodman brand Buy Down | Net Promo Price |
|------------------|---------------------------------------|------------|------------------------|-----------------|
| ZRE53 (EnerBank) | 36 Months Equal Payments, No Interest | 14.45% | 3.0% | 11.45% |
| 6036 (GreenSky) | 36 Months Equal Payments, No Interest | 15.25% | 3.0% | 12.25% |
| RedBrick | 36 Months Equal Payments, No Interest | 15.25% | 3.0% | 12.25% |

| Plan # | Description | Plan Price | Goodman brand Buy Down | Net Promo Price |
|------------------|---------------------------------------|------------|------------------------|-----------------|
| ZRE78 (EnerBank) | 60 Months Equal Payments, No Interest | 17.95% | 3.0% | 14.95% |
| 6060 (GreenSky) | 60 Months Equal Payments, No Interest | 19.00% | 3.0% | 16.00% |

| Plan # | Description | Plan Price | Goodman brand Buy Down | Net Promo Price |
|-----------------------|--------------------------|------------|------------------------|-----------------|
| Mosaic | 6.99% APR for 120 Months | 7.99% | 3.0% | 4.99% |
| 69910YRR69 (EnerBank) | 6.99% APR for 120 Months | 8.15% | 3.0% | 5.15% |
| 1207 (GreenSky) | 7.99% APR for 120 Months | 10.10% | 3.0% | 7.10% |

Activation fees and credit card processing fees may vary by lender. Rate sheets are subject to change. Please refer to <https://Goodman.egia.org/> for the most recent information on all plans.

*An additional merchant services fee will apply to all Green Sky plans. Merchant services fees are non-rebatable.