

We are pleased to offer our travel incentive program for 2019. Review the following information on earning points. Complete and return this sign-up, then start daydreaming about a great get-away!

If you are participating in the Travel Incentive Program, please complete this entire page and submit with your deposit.

POINTS WORKSHEET

Program Period: **January 1, 2019 – December 31, 2019**

Alliance Members **GET 5 BONUS POINTS!**

BASE POINTS

EARN **1 POINT**
FOR EVERY \$5000 PURCHASED UP TO YOUR 2018 PURCHASE DOLLARS
REPORTED QUARTERLY

DOUBLE POINTS

EARN **2 POINTS**
FOR EVERY \$5000 PURCHASED OVER YOUR 2018 PURCHASE DOLLARS
REPORTED QUARTERLY

BONUS POINTS TOTALLED AND REPORTED AT END OF YEAR

American Standard HEATING & AIR CONDITIONING	MITSUBISHI ELECTRIC COOLING & HEATING	SUPPLIES FROM CFM
Purchase \$500,000 POINTS EARNED 50	Purchase \$250,000 TOTAL POINTS EARNED 25	Purchase \$100,000 TOTAL POINTS EARNED 40
Purchase \$300,000 POINTS EARNED 30	Purchase \$150,000 TOTAL POINTS EARNED 15	Purchase \$75,000 TOTAL POINTS EARNED 30
Purchase \$200,000 POINTS EARNED 20	Purchase \$100,000 TOTAL POINTS EARNED 10	Purchase \$50,000 TOTAL POINTS EARNED 20
Purchase \$100,000 POINTS EARNED 10	Purchase \$50,000 TOTAL POINTS EARNED 5	Purchase \$25,000 TOTAL POINTS EARNED 10

Qualifying purchases will earn you bonus points. Bonus Points are totaled and reported at end of year, and are based on total purchases for each category.

To earn coupons: All products, accessories and parts purchases count toward BASE POINTS and DOUBLE POINTS. American Standard purchases also count toward BONUS POINTS. Mitsubishi purchases also count toward BONUS POINTS. Supply purchases also count toward BONUS POINTS. Supply purchase points can not be combined with the Dealer Program Supplies Rebate - it is either/or. Purchase levels cannot be carried over to the following year. Your CFM account must be current to receive credits for points. Dealers signed-up for incentive trips will be credited for earned points against their open CFM account balance. Points will accrue through December 31, 2019 or once the initial cost of trip (\$7800) has been earned, which ever comes first.

Company Name: _____

CFM Accounts #(s): _____

I have read the 2019 Travel Incentive Program and agree to participate under these directives.

Signature: _____

Date: _____

Trip is billable at net cost over 6 installments (plus deposit).

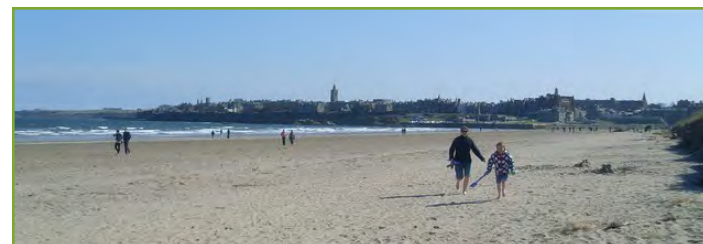
SCOTLAND

October 9-16, 2019

197 points
total due now _____

\$7880 per couple
7 nights, transfers
Trip paid in full by 7/30/19.
\$2780 deposit per couple
(+\$850/month)

of travelers _____
Due: upon registration 2/20-7/20



2019 TRIP PROGRAM
SCOTLAND

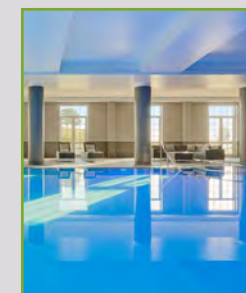
October 9-16, 2019

8 Days/7 Nights

Scotland has a rich cultural history, much of which is preserved in historic buildings throughout its borders. Scotland is a beautiful country well known for its dramatic scenery of mountains and valleys, rolling hills, green fields and forests, and rugged coastline.

Scotland has lively and friendly cities and many ancient and historic sites of great architectural significance with a rich history and heritage dating back thousands of years. Other characteristics attract droves of visitors including golf (the game was created in Scotland), whiskey (many distilleries can be visited), family history (millions worldwide are descended from those who emigrated from Scotland when times were tough in the 18th and 19th centuries), hiking and wildlife.

While the sun may not always shine, the warm welcome and wonderful diversity of cultural places, landscapes and experiences mean that Scotland has much to offer any traveler.



Look inside for the itinerary and see some of the activities you can choose to do on your trip!

FAX this completed registration form to (916) 679-4075
If you have any questions, contact Espie: (916) 679-4028 OR espie@cfmequip.com

1644 Main Avenue, Suite 1 • Sacramento, CA 95838 • Phone: (916) 447-7022 • Fax: (916) 679-4075 • www.cfmequip.com

Questions? Contact Espie:
(916) 679-4028
espie@cfmequip.com



Call us at (916) 447-7022
Corporate Office: 1644 Main Avenue, Suite 1 • Sacramento, CA 95838
Branch Office: 1744 South Pearl Street • Fresno, CA 93721
Branch Office: 286 Browkaw Road • Santa Clara, CA 95050
Branch Office: 5650 Imhoff Drive, Unit J • Concord, CA 94520

WHERE ARE WE GOING?



WHAT WE WILL DO:

Edinburgh October 9-13, 2019

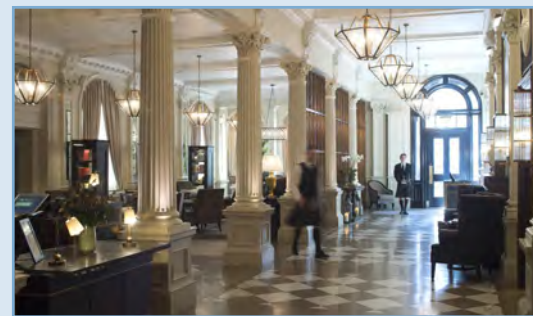
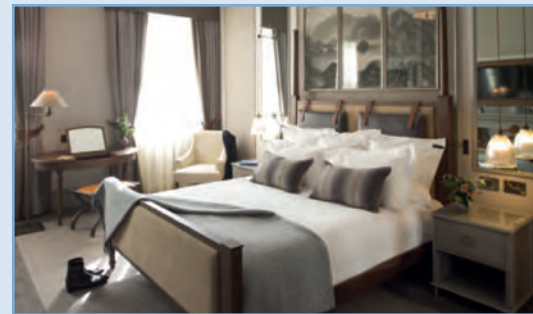
Principal

phcompany.com/princopal/
edinburgh-george-street

19-21 George Street, Edinburgh
EH2 2PB

PRINCIPAL

EDINBURGH
GEORGE STREET



10/9 Depart USA
10/10 Arrive in Edinburgh
10/13 Transfer to St. Andrews



Arthur's Seat: Located in the 640-acre Royal Park next to Holyrood Palace, Arthur's seat is an extinct volcano that rises 822 ft. above Edinburgh providing stunning panoramic views of the city and the surrounding countryside.



St. Giles Cathedral

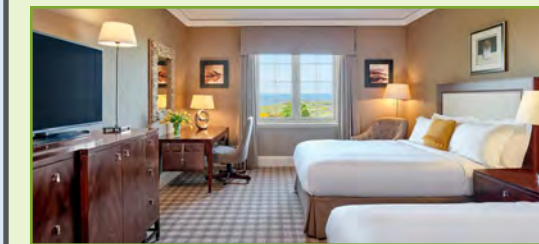
St. Andrews October 13-16, 2019

Fairmont

fairmont.com/st.andrews-scotland

St. Andrews
Scotland
United Kingdom
KY16 8PN

Fairmont



10/13 Transfer to St. Andrews

10/14 Activity Day (Included in Trip)

Choose from:

Golf at Kingsbarn Golf Links

50 Minute Spa Treatment

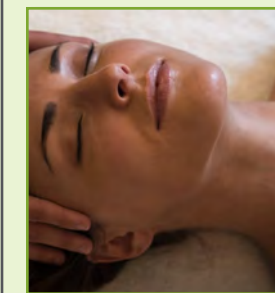
Fly Fishing

Falconry

Shooting

10/15 Farewell Dinner

10/16 Depart to USA



2019 TRIP PROGRAM

Registration and Points
Worksheet on back!