CARRIER RESIDENTIAL
FACTORY AUTHORIZED DEALER
Carrier
Turn to the experts

FAD EXCLUSIVE
ECOHOME™ FINANCING PROGRAM
2024 Spring Special
April 1-June 30, 2024



** Maximum reimbursement per system is $1,500. If one unit is installed per residence, this is considered one claim and the maximum reimbursement is $1,500. If one system is installed per residence, this is considered one claim and the maximum reimbursement is $1,500. If multiple systems are installed per residence, each is considered one claim and the maximum reimbursement is $1,500 per system.

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PROGRAM OBJECTIVE

The Carrier Factory Authorized Dealers exclusive EcoHome™ Program is our most flexible financing program to date! EcoHome™ encompasses more of the plans offered to FADs by Wells Fargo with a simpler reimbursement model on qualifying financing plans and equipment. FADs will be able to offer Carrier's most energy-efficient products to homeowners with the lower-cost financing option that works best for them.

For this promotional period only, Infinity, Performance and Comfort tier products are eligible. The purchase of at least one (1) indoor or outdoor unit is required.

EcoHome™ targets the residential add-on and replacement market. Dealers who offer attractive, lower-cost financing can improve their product sales mix and increase close rate!

DEALERS MUST FILE REIMBURSEMENT CLAIMS for this promotion at www.CarrierIncentives.com. Promotion terms are subject to (1) product availability and (2) change or cancellation without prior notice.

PROGRAM RULES

Promotion Dates

All sales must occur between **April 1 - June 30, 2024**. For each eligible financing reimbursement,** FADs have until July 31, 2024, to (1) install the qualifying equipment, (2) file the financing promotion claim on CarrierIncentives.com, AND (3) process funding for Carrier Consumer Financing through Wells Fargo Retail Services for the homeowner financing transaction.

This promotion is not retroactive for financed sales of qualifying equipment prior to April 1, 2024. Carrier systems or units sold after June 30, 2024, do not qualify for this promotion.

Dealer Eligibility

To be eligible to participate in this promotion, a Carrier dealer must meet all of the following criteria at the time of sale and during the claiming/reimbursement process.

1. Current with all FAD eligibility requirements.
2. Status must show: "active" in the HVACpartners.com dealer profile for the EcoHome Program at the time of sale and throughout the claiming/reimbursement process.
   a. If FAD status is not maintained (either 1 or 2 above) at any point in the sale/claiming/reimbursement process, the dealer is not eligible for reimbursement.
3. Dealers working toward the FAD requirement and non-FADs are not eligible for this promotion.
4. Enrolled in the Carrier Consumer Financing Program through Wells Fargo Retail Services.
5. Carrier FAD must be located and doing business in the Unites States. Carrier FADs located in Canada are not eligible.

Dealer Program Enrollment

In order for a dealer to have this promotion as an option on the CarrierIncentives.com website, a dealer must meet the following enrollment requirements.

Enrollment Requirements	Dealer Contact for Questions
"Active" status in HVACpartners.com dealer profile for the FAD program	*Distributor HVACpartners.com Administrator*
Enrolled in Carrier Consumer Financing through Wells Fargo Bank, N.A.	*Wells Fargo Client Processing 1-800-551-5111* *Monday – Saturday & Holidays: 8am – 10pm CST* *Sunday 10am – 10pm CST* *Closed Easter, Thanksgiving, & Christmas*



** Maximum rebate for qualifying financing offer is $1,500.
If one unit is installed per residence, this is considered one claim and the maximum reimbursement is $1,500.
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Eligible Sales

Eligible sales must be to homeowners in the U.S. Only Carrier systems/units sold as a replacement for the homeowner's existing system units or as an add-on to an existing home qualify.

The following sales are NOT eligible for this promotion:

- Commercial or institutional applications
- Residential new construction applications or upgrades
- Multi-Family applications
- Investors/investment properties

Cool Cash Rebates

Dealers may not claim the EcoHome Financing Promotion on the same sale that a Carrier Cool Cash rebate is claimed.

IMPORTANT: The FAD must use either the Cool Cash rebate or a EcoHome Promotion financing plan, the factory authorized dealer can only claim reimbursement for either the rebate OR the financing, not both.

Carrier EcoHome Qualifying Plans

Plan	Wells Fargo Credit Terms[1]	FAD Cost *(Wells Fargo Rate Sheet[2])*	Promotion Rebate	Final FAD Cost** *(after claiming)*
Special Rate with Custom Monthly Payments				
4480	*Special rate of 5.99% APR with custom monthly payments of 2.00%*	***8.09%***	*5.50%*	***2.59%***
4481	*Special rate of 7.99% APR with custom monthly payments of 2.00%*	***7.89%***	*5.50%*	***2.39%***
Special Rate with Equal Monthly Payments				
4079	*Special rate of 0% APR with 24 equal monthly payments*	***11.61%***	*5.50%*	***6.11%***
4091	*Special rate of 0% APR with 36 equal monthly payments*	***14.34%***	*5.50%*	***8.84%***
4103	*Special rate of 0% APR with 48 equal monthly payments*	***16.78%***	*5.50%*	***11.28%***
4115	*Special rate of 0% APR with 60 equal monthly payments*	***19.08%***	*5.50%*	***13.58%***
3442	*Special rate of 0% APR with 72 equal monthly payments*	***21.48%***	*5.50%*	***15.98%***
Special Rate with Equal Monthly Payments ($7,500 Minimum)				
3671	*Special rate of 9.99% APR with 120 equal monthly payments (1.33% payment factor)*	***5.05%***	*5.05%*	***0.00%***
No Interest if Paid in Full[3] with Regular Montly Payments[4]				
1019	*No interest if paid in full within 12 months with regular monthly payments*	***5.95%***	*5.50%*	***0.45%***
1066	*No interest if paid in full within 18 months with regular monthly payments*	***7.31%***	*5.50%*	***1.81%***

[1] Please refer to the Wells Fargo Credit Card Agreement for details about credit costs and terms for consumers. Wells Fargo is a registered trademark of Wells Fargo & Company.

[2] Rates effective March 1, 2024. The discount rate is the fee charged to you for regular or special terms; it will be deducted from the amount funded to you. We may change the discount structure in any way at any time by advising you in advance in writing.

[3] No-Interest if Paid in Full: The interest accumulates during the promotional period. Interest is added into the customer account balance if the account is not paid in full during the promotional period. If the customer pays the balance in full before the promotional period expires, they pay no interest.

[4] Regular monthly payments are generally 3.5% of the amount financed, or $40, whichever is greater. See credit card agreement for details.

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Financing Eligibility

2024 Carrier Spring Special Financing Program Rebates cannot be combined with Carrier Cool Cash rebates. Eligible products requires one (1) Carrier branded indoor or outdoor unit.

Products can be from Infinity, Performance or Comfort lines.

Dealer Reimbursement

For each eligible financing reimbursement**, FADs must submit final claims by July 31, 2024 on CarrierIncentives.com, AND process funding through Wells Fargo Retail Services for the homeowner financing transaction.

Dealer Claim Process

1. Homeowner selects a qualifying financing plan with Carrier Consumer Financing through Wells Fargo to purchase and finance eligible products listed in the program grid.
2. FAD pays full financing fee due to Wells Fargo at time of financing transaction
3. To claim financing reimbursement, FAD goes to www.CarrierIncentives.com and enters sale date and selects EcoHome Financing Program
   a. FAD enters eligible products, purchase date, installation date, and includes salesperson's MyHVACpin #
   b. FAD enters last 4 digits of Homeowner's Wells Fargo Account # (provided when financing was approved), and selects the promotion financing plan number used, validates and confirms accuracy of information entered, completes claim and documents claim confirmation number.
   c. Maximum reimbursement per claim is $1,500.
4. Promotion Administrator
   a. Audits claim with Wells Fargo data, confirming accuracy of homeowner / dealer information, promotion financing plan #
   b. Calculates dealer financing reimbursement and processes transaction
   c. Processes funding file to distributor for dealer reimbursement
5. Distributor reimburses dealer account, per Distributor's standard reimbursement practices

IMPORTANT! In order to receive eligible financing reimbursement, dealers MUST submit a timely claim at CarrierIncentives.com. No Claim = No Reimbursement.

KEY CONTACTS FOR PROMOTION SUPPORT

Dealer Resources

- General promotion inquiries: Carrier Expert Central 1-800-946-2930
- Specific claim inquiries, claim submission process:
  Promotion Processing Team 1-800-236-4603 or customersupport@biworldwide.com
- Carrier Distributor/Territory Manager
- Wells Fargo Retail Services – Client Processing 1-800-551-5111

Distributor Resources

- General promotion inquiries: Carrier Expert Central 1-800-946-2930
- Specific Claim inquiries, claim submission process:
  Promotion Processing Team 1-800-236-4603 or customersupport@biworldwide.com
- Carrier Regional Sales Manager

Promotion Deadlines

Accounting guidelines and regulations will not permit claim exceptions to be funded beyond the published deadlines.

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ADVERTISING SUPPORT

To help advertise financing, Carrier provides pre-written advertising materials available in the Ad Kit on HVACpartners.com.
Available materials include: radio, print ads, direct mail, door hangers, and promotional aids.

Creating your own advertisements featuring a financing offer?

Dealers must comply with all Wells Fargo advertising requirements, including any and all regulatory information and disclaimer information, contained on the Wells Fargo Online Resource Center.

Please review the Wells Fargo advertising requirements on the Wells Fargo Online Resource Center that can be found by visiting: https://retailservices.wellsfargo.com/programs/df3080921/en_US/pdfs/advertising_requirements.pdf

Co-Op Funds

Co-op dollars from the “end-user media communications” portion of marketing funds may be used to advertise and promote the FAD Financing Promotion.

DISCLAIMERS

This document contains confidential, proprietary or trade secret information of Carrier Heating & Cooling Systems.
It may not be disclosed to any third party without prior written consent from Carrier Heating & Cooling Systems.

Amendments, Modifications, or Exceptions

This promotion is subject to termination at any time, with a 30 day notice, by Carrier. Carrier reserves the right to amend or modify any portion of the promotion at any time with reasonable communication. All amendments are not effective unless published by Carrier. Any exceptions to the program guidelines must be approved in writing by the promotion manager or authorized Carrier personnel.

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WHAT IS THE INFLATION REDUCTION ACT?

To help reduce the effects of inflation, the U.S. Government has passed the Inflation Reduction Act of 2022. Of particular interest to homeowners, this act includes a number of tax credits for the installation of ENERGY STAR® certified home heating and cooling products. These include:

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Tax Section 25C, Nonbusiness Energy Property Credit

Effective Jan 1, 2023: Provides a tax credit to homeowners equal to 30% of installation costs for the highest efficiency tier products, up to a maximum of $600 for qualified air conditioners and furnaces, and a maximum of $2,000 for qualified heat pumps.

25C Tax Credit	Product	Offering	Region	SEER2	EER2	HSPF2	COP @ 5F	Capacity Ratio (17F/47F)	Capacity Ratio (5F/47F)	Other Requirements
Up to $2,000	Heat Pumps	Split Ducted Heat Pump	North	≥15.2	≥10	≥8.1	1.75	58%	70%	Choice of capacity ratio
			South		≥11.7	≥7.8	-	-	-	-
		Non-Ducted Heat Pump	North	≥16	≥9	≥9.5	-	-	70%	Choice of capacity ratio
			South		≥12	≥9	-	-	-	-
		Packaged Heat Pump	North	≥15.2	≥10	≥8.1	-	-	70%	Choice of capacity ratio
			South		≥10.6	≥7.2	-	-	-	-
Up to $600	Air Conditioners	Split AC	Nationally	≥16	≥12	-	-	-	-	-
		Packaged AC	Nationally	≥15.2	≥11.5	-				
Up to $600	Furnaces	Gas-Fired Forced Hot Air	Nationally	-	-	-	-	-	-	≥97% AFUE

Subject to change: *While the 2023 benefits of Section 25C are known for the 2023 tax year and beyond, the criteria to qualify for credit(s) are not yet finalized by the IRS and the above is subject to change based on whether the IRS will adopt the full CEE Criteria.*

Tax Section 25D, Residential Energy Efficient Property

Provides a tax credit to homeowners equal to 30% of installation costs for ENERGY STAR® geothermal heat pumps until 2032. That percentage drops to 26% in 2033 and 22% in 2034.

High-Efficiency Electric Home Rebate Program

Provides income-depending rebates to eligible homeowners including:

- Up to $8,000 for all-electric Heat Pumps
- Up to $4,000 for electrical load service center
- Up to $2,500 for electric wiring
- Up to $14,000 maximum for all

For the most up to date information please reference:
https://www.carrier.com/residential/en/us/homeowner-resources/federal-tax-credits/