

## High Point Spring 2024 Rebate Program Guide

April 2024

COMPANY	CONTACT	SHOWROOM	REBATE
<b>Acima Leasing</b>	Josh Enriquez	PS 1-527 #11	0.25% net funded volume + quarterly volume bonus up to 0.25%
<b>Affordable Furniture*</b>	Ron Teeter	329 S Main St.	1% net purchases, excluding freight
<b>American First Finance</b>	Matthew Dishman		Tiered Rebate: \$0-\$150K in monthly originations: 1%; \$150,001-\$300K in monthly originations: 2%; \$300,001+ in monthly originations: 3%
<b>Aria Designs*</b>	Jeff Arditti	MG 301	2% net purchases + up to 1% incentive bonus
<b>Armen Living Furniture*</b>	Lee Honigsfeld	IHFC H721	2% net purchases + up to 1% incentive bonus; \$30K minimum in prior year
<b>Ashley Furniture Industries*</b>	Craig Nelson	IHFC H900	Volume Incentive Discounts: See FMG website. Volume Rebate Incentives based on net sales growth: 20-24.99%: 0.25%; 25-39.99%: 0.5%; 40%+: 1%.
<b>Aspenhome*</b>	Donna Favia	IHFC C1158	2% net purchases + up to 1% incentive bonus; \$25K minimum in prior year
<b>Avalon Furniture</b>	Don Noot	Atrium 100	2% net purchases
<b>Barcalounger*</b>	Larry Smith	IHFC C1025	2% net purchases + up to 1% incentive bonus; \$75K minimum in prior year
<b>Best Home Furnishings*</b>	Brent Nalley	239 S Main St.	Tiered rebate: \$25,001-\$49,999: 1%; \$50K+: 2%
<b>Caracole*</b>	Lenwood Rich	122 N Hamilton St.	1% net purchases
<b>Cariloha</b>	Adam Fain		5% net purchases + up to 1% incentive bonus; \$25K minimum in prior year
<b>Classy Art Wholesalers, Inc.</b>	Gabriel Cohen	CPH 113	5% net purchases
<b>Clientbook</b>	Ryan Blumenthal		6% net purchases
<b>Coast to Coast Imports</b>	David Jackson	IHFC C1103	2% net purchases
<b>Coaster Company of America</b>	Don Deeds	111 E Commerce St.	Volume Pricing Discount Incentive: Net sales: \$60K+: 3%; \$120K+: 4%; \$150K+: 5%
<b>Colour Creations-Progressive Marketing, Ltd.*</b>	Tania Bricel		2% net purchases (1% existing customers) + up to 1% incentive bonus; \$10K minimum in prior (base) year
<b>Concora Credit</b> (previously Genesis Credit)	Leann Cradit		

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<b>Corsicana Mattress*</b>	Scott Montague		3-5% net purchases + up to 1% incentive bonus; \$25K minimum in prior/base year; Bonus applicable to 2024 purchases and beyond.
<b>CR Plastic Products</b>	Meaghan Robinson		2% net purchases + up to 1% incentive bonus
<b>Craftmaster*</b>	Steve Beeker	2622 Uwharrie Rd.	Tiered rebate: \$1-\$20K: 1%; \$20,001-\$150K: 2%; \$150K+: 3%. Excludes Paula Deen and Better Homes & Gardens.
<b>Decor-Rest Furniture</b>	Carole Kyriakakis	208 Jacobs Pl.	2% net purchases + up to 1% incentive bonus; \$25K minimum in prior year
<b>DesignWorks Furniture*</b>	Justin Chapman	CPC 101	2% net purchases + up to 1% incentive bonus
<b>DispatchTrack</b>	Bob Bauer	PS 1-527 #21	3%
<b>dreamGUARD*</b>	Chris Nolan		2% net purchases, existing accounts: 1% of annual growth; Up to 1% incentive bonus
<b>ECI Furniture*</b>	John Doherty	300 S Centennial	2% net purchases + up to 1% incentive bonus
<b>Elements International Group*</b>	Linda Cox	411 S Main St.	0.5% net purchases + up to 1% incentive bonus; \$25K minimum in prior year
<b>Elite Rewards</b>	Tom Coffeen	BCW	2% net purchases
<b>Elran Furniture</b>	Gary Guarino	FP 505	2% net purchases + up to 1% incentive bonus; \$25K minimum in prior year
<b>Emerald Home*</b>	Don Montgomery	449 S Wrenn St.	Up to 2% rebate on FMG group increase + up to 2% individual incentive bonus
<b>England*</b>	Mike Andrews	PS 100	Quarterly Tiered Rebate: \$12,001-\$18,000: 1%; \$18,001-\$27,000: 1.5%; \$27,001-\$36,000: 2%; \$36,001-\$45,000: 2.5%; \$45,001+: 3%. Dealer must grow 10% each quarter to receive a quarterly volume rebate.
<b>Esquire Advertising*</b>	Eric Grindley	PS 1-527 #20	Initial year: 3% net purchases; Subsequent years: 2% net purchases; Incentive bonus up to 2%; \$5K minimum in prior year billings
<b>FormPiper</b>	Russ Reynolds	PS 1-527 #19	Subscription discount + 5% rebate on all paid subscription fees
<b>Freight Club</b>	Travis Huff		2% net charges
<b>Furniture of America*</b>	Jodi Brookshire	IHFC - C700	2% net purchases + up to 1% incentive bonus; \$15K minimum in prior year

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<b>FurnitureDealer.Net</b>	Andy Bernstein	311 S Elm St.	3.5% rebate for FMG members in good standing
<b>Gallagher</b>	Nikolas Levin		Please call or email for special pricing.
<b>Ghostbed</b>	Mark Kalef		3% net purchases + up to 3% incentive bonus; \$25K minimum in prior year to be eligible for bonus
<b>Global Furniture USA*</b>	Jeffrey Wallner	305 S Hamilton St.	2% net purchases + up to 1% incentive bonus; \$10K minimum in prior (base) year
<b>Greenington Fine Bamboo</b>	Troy Lerew	IHFC H517	2% net purchases + up to 1% incentive bonus; \$10K minimum in prior year
<b>Greentouch Home</b>	Amy Korn	FP 306	2% net purchases + 0.5% incentive bonus
<b>Guardsman</b>	Dan Miller	PS 1-527 #14	Group Rebate: \$0-\$3MM: 3%; \$3,000,001-\$4.5MM: 4%; Sales volume: \$4,500,001+: 5%.
<b>Hi-Rock Home</b>	Ernie Rockhill	IHFC M231	1% net purchases
<b>Homestead Furniture</b>	G Lipscomb	CPR 101 (Alan White)	2% net purchases + up to 1% incentive bonus (starting YE 2024); \$25K minimum in prior year
<b>Infinity Massage Chairs*</b>	Michael Milone	IHFC H735	2% net purchases + 1% incentive bonus on \$35K+ purchase in calendar year
<b>Intercon Furniture / Westwood Design*</b>	Tim Newlin	449 S Wrenn St.	New accounts: 1%; Up to 2% incentive bonus
<b>International Table Pad</b>	Brigid Graham		5% net purchases + up to 1% incentive bonus; \$500 minimum in prior/base year
<b>Jackson Catnapper*</b>	Ed Myers	PS 300	Bonus paid on combined Catnapper-Jackson annual volume: \$0-\$249,999: 1.75%; \$250K-\$999,999: 2%; \$1MM-\$1,999,999: 2.5%; \$2MM+: 3%
<b>Jofran*</b>	Joff Roy	FP 200	Warehouse: 1% net purchases; Container: 1% net purchases
<b>John Thomas Furniture</b>	Bryan Sprinkles	215 S Main St.	John Thomas Furniture: 3%; John Thomas Select: 5%
<b>Kafene</b>	Tony Cerino		Net Aggregate Lease Volume per FMG Member: 1.5%

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Karastan		IHFC D443	5% net purchases on American Rug Craftsman, Bob Timberlake, and String Theory; 10 rug minimum.
Kenect	Sean Gove		6% gross monthly purchases
Kingsdown*	David Kresser		2% net purchases; See FMG website for group volume rebate details.
Koalafi	Tom Brennan		1% on funded leases each quarter
Leather Italia USA	Marshall Evans	247 S Main St.	2%-3% based on quarterly FMG volume; See FMG website for full details.
Legacy Classic   Modern*	Tahirah Dock Johnson	2622 Uwharrie Rd.	Tiered rebate: \$1 - \$25,000: 1%; \$25,001 - \$150,000: 2%; \$150,000+: 3%
Legends Home*	Marty Melcher	PS 308	2% net purchases; \$75K+ group volume required to qualify
Lineage Collections	Chris De Lisa	PS 1-517	2% net purchases + up to 1% incentive bonus; \$10K minimum in prior year
LS Direct Marketing	Don Wingate	BCW	2% net revenue, excluding postage and freight + up to 2% incentive bonus
LumiSource*	Christian Cousins	FP 500	2% net purchase + up to 1% incentive bonus; \$5K minimum in prior (base) year
Magnussen Home	Alexandra Parrish	IHFC M810	0.5% net purchases; New accounts: 3% on domestic warehouse only
Martin Svensson Home*	Scott Sandberg	CPH 116	2% net purchases + up to 1% incentive bonus; \$20K minimum in prior (base) year
Mega Motion*	Keith Meriwether	FP 100	2% net purchases + 0.5% bonus on volume over \$100K; Windermere Motion platform dealers: 4% rebate
Modus Furniture International	John Lannertone	IHFC C806	2% net purchases
Moe's Home Collection	Seth King	IHFC C302	3% net purchases
Montage Furniture Services	Brian Dickey		Tiered rebate: \$0-\$1MM: 3%; \$1MM-\$2MM; 4%; \$2MM+: 5%
Night & Day Furniture*	Ilan Dahan	IHFC C609	1% net purchases + up to 2% incentive bonus
Niroflex	Michael Elkhatab	CPH 133	2% net purchases + up to 1% incentive bonus; \$2K minimum in prior year quarter

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<b>Octillion*</b>	Gabriel Greenberg	IHFC H900 (Ashley)	1% net fees; some exclusions apply; see FMG website for full details
<b>Orbit Interactive</b>	Richard Harris	PS 1-727	4% net purchases + up to 1% incentive bonus; \$5K minimum in prior (base) year
<b>Palmetto Home</b>	Stephen Giles	MG 401	1% base rebate
<b>Paragon*</b>	Jordan Glassco-Smith	IHFC C203	2% net purchases + up to 1% incentive bonus (starting YE 2022)
<b>Partner Payments</b>	Steve Wheeler		
<b>Powell Home Fashions*</b>	Chris Pittman	NFM 100	Tiered rebate: \$500K-\$999,999: 2%; \$1MM-\$1,499,999: 3%; \$1.5MM-\$1,999,999: 4%; \$2MM+: 5%
<b>Presidential Seating*</b>	Rosie Pinon	164 S Main St., Mezzanine	Tiered rebate: \$1-\$100K: 2%; \$101K-\$500K: 3%; \$500K+: 4%
<b>Primo International*</b>	Tony Stevens	IHFC M1100	0.5% net purchases + up to 0.5% incentive bonus
<b>ProtectAll</b>	Max McWey	PS 1-527 #7, BCW	5% net purchases + up to 3% incentive bonus
<b>Purecare</b>	Helena Yates		2% net purchases + up to 0.5% incentive bonus; \$5K minimum in prior/base year
<b>Quess GTS</b>	Frank Bianchi		2% + up to 1% incentive bonus; \$25K minimum in base/prior year
<b>RENWIL</b>	Suzanne Hogan		2% net purchases + up to 1% incentive bonus
<b>Resident Home / Nectar</b>	Jason Farruggia		2% net purchases; 2 slots required
<b>Scott Living by Restonic / Visionary Sleep, LLC*</b>	Bill West	220 S Elm (HMI)	3% + up to 2% incentive bonus rebate
<b>Serta Simmons Bedding*</b>	Bradley Smith		See FMG website for details.
<b>Service Lamp Corporation</b>	Jeana Tuddenham		No minimum orders; no shipping fees.
<b>Shelter Home</b>	Jason Clay	233 S Main St., 3 <sup>rd</sup> Floor	2% net purchases + up to 1% incentive bonus; \$10K minimum in prior (base) year
<b>Shoptelligence*</b>	Laura Khoury	111 E Commerce (Coaster)	2% net purchases
<b>Simply Amish*</b>	Kevin Kauffman	200 N Hamilton St., N Ct. 102	2% net purchases + up to 1% incentive bonus; \$5K minimum in prior (base) year
<b>Smart Flex, Inc.</b>	Jeremy Mendenhall	330 S Wrenn St. (Paramount)	2% net purchases + up to 1% incentive bonus; \$5K minimum in prior (base) year

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<b>Snap Finance</b>	Katie Douglas	PS 1-527 #16	1% of net purchases by Snap; See FMG website for details.
<b>SnapRetail</b>	Sean McDonald		Please call or email for program details.
<b>SoPoly</b>	Bill Blanton		2% net purchases + up to 1% incentive bonus; \$10K minimum in prior/base year; Bonus applicable to 2024 purchases and beyond.
<b>Soundstage USA</b>	Joe Savovic	Atrium 214	2% net purchases + up to 1% incentive bonus
<b>Southern Motion*</b>	Phillip Gough	PS 400	1% net purchases; Southern Motion brand only
<b>Stitch Seating</b>	Steven Heckenlaible	CPH 208	1% net purchases + up to 1% incentive bonus; \$25K minimum in prior/base year; Bonus applicable to 2024 purchases and beyond.
<b>Streamline Art</b>	Dolly Bhamra	IHFC W248	2% net purchases + up to 1% incentive bonus; \$5K minimum in prior (base) year
<b>Surya</b>	Eric Nyman	SP 4100	2% net purchases
<b>Tempur-Sealy International*</b>	Darren Peterson	1 Office Pkwy., Trinity	See FMG website for details.
<b>Trakwell.ai</b> (formerly DoorCounts)			10%
<b>TrueCommerce-ecUtopia*</b>	Ron Sellers		See FMG website for special pricing details.
<b>Twin Star Home</b>	Joe Greco	MG 602	2% net purchases + 1% incentive bonus on >\$100K in calendar year
<b>United TranzActions</b>	Philip Wasserman		7.5% of monthly paid billing amount
<b>Versatile Credit</b>	Mike Distefano		2% net service fees + additional 2% quarterly for new accounts
<b>Violino USA*</b>	Carlos Bosch	123 S Hamilton St.	2% net purchases
<b>Wells Fargo Retail Services</b>	Warren Page	BCW	See FMG website for full details.
<b>Winston Furniture*</b>	Layne Koldewyn		2% net purchases + up to 0.5% incentive bonus
<b>XSensor</b>	Chris Osowski		See FMG website for special pricing details.
<b>Zodax*</b>	Steve Moniz	IHFC IH306	3% net purchases + up to 2% incentive bonus

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