



925 First Avenue, PO Box 400
Chippewa Falls, WI 54729
(800) 235-1262
www.spectrumfurniture.com

2015 Reseller Project Initiation Commission Program

Program Overview

There is an incredible value in having dedicated resellers proactively promoting Spectrum Industries products. Understanding the concern that some resellers have with Spectrum Industries' direct sales history, Spectrum has developed the following reseller compensation program.

On approved, registered projects, which were entirely initiated by a Spectrum Industries Approved Reseller, Spectrum will pay a 10% Project Initiation Commission when the end customer orders the registered project directly from Spectrum Industries.

On approved, registered projects, which were entirely initiated by a Spectrum Industries Approved Reseller, Spectrum will pay a 5% Project Initiation Commission when the end customer awards the order to another Spectrum reseller and Spectrum receives the order from that reseller.

General Terms

To qualify for this commission a reseller needs to meet all of the following criteria:

- Reseller must be a Spectrum Approved Reseller.
- Reseller account with Spectrum must be current and in good standing.
- Reseller must have initiated the product interest with the end customer. Proof of initiation can be approved project registrations, dated quotations, letters, e-mails, or other communications.
- The order is placed directly with Spectrum Industries or through another Spectrum reseller.
- A Project Initiation Commission Registration Form is completed and submitted within 30 days of Spectrum's receipt of order. *Form is included on the back of this document.*

The Project Initiation Commission will not be paid under the following conditions:

- A Project Registration Form is incomplete or not submitted.
- It is discovered that another reseller, or a Spectrum Representative, initiated the interest.
- The project registration was denied.
- Spectrum is not paid for the customer order or the customer order is returned to Spectrum.

Payment Terms

- On non-registered projects, Spectrum may pay 5% commission on the product total only. Product value is reduced by all volume and special discounts and no commission is paid on freight, installation, or other miscellaneous charges.
- If the project was registered through Spectrum's Project Registration System, Spectrum will pay a 10% commission on the product total only. Product value is reduced by all volume and special discounts and no commission is paid on freight, installation, or other miscellaneous charges.
- Payment will be made approximately 30 days after customer payment of Spectrum invoice.

2015 Reseller Project Initiation Commission Registration Form

Reseller Information

Name: _____ Date: _____

Reseller: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

E-Mail: _____

Project Location

Contact Name: _____

Organization: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

E-Mail: _____

Project Details

Date of Contact: _____ Product Interest: _____

Quotation Date: _____ Quotation Amount: _____

Project Scope: _____

Spectrum Internal Use Only

Territory Mgr Approval: _____	Date: _____
V.P. of Sales Approval: _____	Date: _____
Proj Registration Number _____	Invoice Amount _____
Quote Number _____	Net Product Value _____
PO Number _____	Commission Percentage _____
Sales Order Number _____	Commission Amount _____
Invoice Number _____	Executive V.P. Approval _____

Forward Request, along with a copy of the Project Registration (if applicable), Quote, PO and Invoice to Accounts Payable