



BULLETIN

SPIFF PROGRAM

Effective on sales September 1, 2016 through August 31, 2017

CLAIMING THE SPIFF PAYMENT

1. Register the dealership as a Spiff Program dealer on attached Spiff Registration Form. If dealer registered for **ANY 2016 SPIFF PROGRAM** a new registration is **NOT** required. However, new salespeople at your dealership will require a new registration to be on file with the factory.
2. Register each salesperson to earn the sales spiff. Dealerships and **NON-SELLING** Dealership Owners are exempt. Please have each salesman complete and submit attached W-9 Form for IRS 1099 purposes. Note: if salesman's address changes, a revised W-9 will be required.
3. The Grasshopper unit and accessories involved in the sale must be paid in full.
4. **For SPIFF:** make a copy of the warranty registration card. **On the copy, print the word SPIFF and print the salesperson NAME to be paid.** Send the warranty registration card and the copy to the Grasshopper factory within 10 days after the sale.
5. **EXCLUSIONS:** Salesman Spiff does not qualify for product sold by the factory salesman/application specialist or on the following programs: GSA, TIPS, HGAC, National Accounts including CCW, SCI, BuyBoard, National Cooperative Contracts and Contract Sales to Texas, Alabama or Missouri dealers. Large quantity sales to a preferred customer will have a Spiff cap.*
6. **SUMMARY:** Send payment for the machine sold by the dealer salesman along with the original warranty registration card and the Spiff copy to the Grasshopper factory within 10 days after retail or payment/credit will not be issued.

SPIFF AMOUNTS

\$150 on Front Mount Model 600, 700, 900 Series

\$100 on Mid Mount Model 225, 300, 400 Series

\$50 on Promo Model 100 Series & 226V

* If a single account produces multiple unit sales to one customer in excess of dealer's annual projections, based on past two years, then the Spiff will be paid at only 25% of the normal spiff rate.

The Grasshopper Company reserves the right to cancel this program or modify any aspects of the program at any time without prior notice.



SPIFF PROGRAM

September 2016 through August 2017
Dealer Registration

To activate Spiff Program, register dealership and salesmen below:

Dealership Name: _____

Address: _____

City, State, Zip: _____

The following salesmen will participate in the Spiff Program:

Name: _____ Name: _____

Address: _____ Address: _____

City, State, Zip: _____ City, State, Zip: _____

Name: _____ Name: _____

Address: _____ Address: _____

City, State, Zip: _____ City, State, Zip: _____

Name: _____ Name: _____

Address: _____ Address: _____

City, State, Zip: _____ City, State, Zip: _____

Fax Registration Form & W-9 Form to 620-345-2301