

NEW BUSINESS SPIFFS

NEW COMMERCIAL END-USER ACCOUNTS ONLY

\$50 SPIFF

ON EACH NPS or BTC CHAIR SOLD

SPIFF Guidelines

- **DSR/NP Rep must register new end user accounts with a PDA at the factory.**
- SPIFF offered to authorized Neutral Posture dealers.
- Invoice must be paid and account status must be current for checks to be released.
- Payment occurs when accumulated totals reach \$50, or the balance in account at year end (whichever comes first).
- If you have questions about the SPIFF form contact Neutral Posture Sales Support (customerservice@neutralposture.com).
- SPIFFs are not available on the following contracts: State of AL, FL, GA, MS, NC (available on Equity only), NY and any BPA.
- SPIFFs will only be paid on standard "everyday" pricing, not on project or special pricing.
- Dealer sales reps must initially register for their SPIFFs and provide NP with a W-9. Once registered, the dealer sales rep need only place the word "SPIFF" and their name on the PO from their dealership to receive their SPIFF.
- If the dealership does not allow the rep to add the word "SPIFF" and the dealer sales rep's name on the dealer PO, the dealer sales rep must submit a SPIFF claim form on each and every order.
- SPIFFs should be claimed at the time of order. Once an order has been shipped or invoiced, a SPIFF cannot be claimed retroactively.

NEW BUSINESS SPIFFS

Dealer Salesperson

Name		
Mail Check To		
City	State	Zip
Phone		
Email		

Dealership
NP Sales Rep

Must have W9 on file with Neutral Posture.

Send completed form to spiff@neutralposture.com
or fax to 979.778.0408.

Qty #	Product	NP Order #	PO #	SPIFF \$	For Accounting Use Only	
					Invoice	Order Date
Total						

SPIFF Guidelines - DSR/NP Rep must register new end user accounts with a PDA at the factory

DOUBLE SPIFF GOLD DEALERS AND HIGHER RECEIVE DOUBLE SPIFF

- SPIFF offered to authorized Neutral Posture dealers.
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Seating

\$50 per

- 1000 Series (NPS)
- 5000 Series (NPS)
- 6000 Series (NPS)
- 8000 Series (NPS)
- Big & Tall Series (BTC)

New Business

Not Eligible for Double SPIFFs

\$10 per

- XSM™ Extra Small (XSM)

\$5 per

- AbChair™ (ABC)
- Balance™ (BAL)
- Cozi™ (COZ)
- Cozi™ Stool (COZ)
- Cozi™ 24/7 (COZ)
- E-Series™ (ES)
- Embrace™ (EMB)
- Icon™ (ICON)
- Knomi (KNO)
- Ulius (ULU)
- NV™ (NV)
- Renati™ (REN)
- Right Chair™ (RCT)
- Right Chair™ Stool (RCT)
- U4ia™ (U4ia)
- U4ia™ Stool (U4ia)

\$2.50 per

- Adapta™ Stool (ADS)
- Cozi™ Guest (COG)
- Embrace Guest™ (EMC)
- Facet™ (FAC)
- Geo™ (GEO)
- Graphite™ (NCU)
- NV™ Guest (NVG)
- Right Chair™ Guest (RCG)
- Stratus™ Upholstered (NBF)
- Stratus™ Urethane (NBU)
- U4ia™ Guest (U4iaG)

Systems

1% of NET order

- Equity

0.05% of NET order

- Equity (GSA sales – Authorized & Silver Dealers)

Accessories

\$2.50 per

- Keyboard Arms
- Keyboard Trays
- Easy Combos
- Monitor Arms
- Monitor Attachments
- CPU Holders
- StandUp
- StandUp A1
- StandUp X1
- Forearm Supports