



# 2021 VIRTUAL OPEN HOUSE PROGRAM

## 2021 VIRTUAL OPEN HOUSE DVI AWARDS

### COMMON AWARDS

LESS THAN \$2500  
AUTOMATIC

33% Discount on New 2021 Displays.

10% Discount on New 2021 Back-up.

### BRONZE AWARDS

\$2500 - \$4999  
CHOOSE 2

Reduce Prepaid to \$175 until end of June 2021.

Drop Ship Fee Reduced to \$10 / shipment until end of June 2021.

50% Discount on New 2021 Displays.

25% Discount on New 2021 Back-up.

### SILVER AWARDS

\$5000 - \$9999  
CHOOSE 1

Staff Spiff  
2% on all DVI purchases @DN. On all purchases from March 1 to June 30 2021. Program at owners discretion as to implementation. Compensation provided at end of spiff period.

\*Drop Ship Fee Waived until end of June 2021.

Buy back equal to 1/2 of your order on non-clearance at invoice cost up to \$2500 on DVI product only.

Earn a 10% Bulb Certificate good for the duration of 2021 - To be used on any single PO (no split shipments - cannot be combined with any other bulb incentive program).

5% Discount on a One-Time Re-Stock Order (on-top to a max of 25%)  
\*Order must be received by April 1, 2021  
\*No split shipments - Order ships normally on receipt of PO.

### GOLD AWARDS

\$10,000 - \$14,999 CHOOSE 1  
\$15,000 + CHOOSE 1 MORE

Staff Spiff  
4% on all DVI purchases @DN. On all purchases for any 120 day period in 2021. Program at owners discretion as to implementation. Compensation provided at end of spiff period.

\*Drop Ship Fee Waived for the remainder of 2021.

Buy Back equal to 1/2 of your order on non-clearance Dead Stock at Invoiced cost up to \$5000 on any product, donated to your charity of choice (upon DVI approval).

Earn a 15% Bulb Certificate good for the duration of 2021 - To be used on any single PO (no split shipments - cannot be combined with any other bulb incentive program).

10% Discount on a One-Time Re-Stock Order (on-top to a max of 25%)  
\*Order must be received by April 1, 2021  
\*No split shipments - Order ships normally on receipt of PO.

### PLATINUM AWARDS

\$25,000 +  
AUTOMATIC

Additional 5.0% Discount for the remainder of all of 2021 Sales after receipt of Virtual Dallas PO (in addition to regular discounts to a max of 25%).

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**DVI Lighting 2021 Virtual Open House Program Terms & Conditions****50% Discount on New Displays Award**

Items that contain different finishes can be combined for this award as long as it meets the requirements of "New to You" Items.

**Bulb Certificate Program Award**

Multiple selections of bulb certificate program awards will not be accepted.

**Buyback Awards**

Multiple selections of buy back awards will not be accepted.

**Cancelling Orders**

If an order is cancelled after submission all awards will be cancelled as well.

**Discount on New Displays**

Once your order is greater than \$2500, note that the discount is upgraded from 33% to 50%. The discounts cannot be combined.

**Discounts**

All discounts noted in this program are in lieu of any discounts provided for in a vendor agreement. Discounts on display and backup product do not stack with discounts provided for in your vendor agreement.

**Modifying Orders**

If an order is modified after submission, all awards will have to be re-evaluated against the new gross sales total.

**"New to You" Items**

For items to be considered as "New to You", your showroom must not have ordered the items within 12 months prior to the Virtual Open House Program. If a SKU was ordered 12 months prior to the Virtual Open House Program, ordering the same item in a different finish is not considered as "New to You".

**One-Time-Re-Stock-Order Award**

Multiple selections of one-time-re-stock-order awards will not be accepted.

**Order Quantities per Showroom**

Only 1 PO per showroom location will be accepted.

### **Over 100 Days of Accounts Receivables**

Showrooms that exceed 100 days accounts receivables will not be eligible for any Awards within the Virtual Open House Program.

### **Platinum Award:**

Additional 5% discount for the remainder of the year award goes into effect the day after your 2021 Virtual Open House Order is submitted.

### **Programs for Companies with Multiple Showrooms / Franchises / Buying Groups**

The Virtual Open House program is a single showroom program. Orders will only ship to a single location. Multiple ship to addresses void the program. Showrooms may not combine orders into a single PO. Showrooms under common ownership should order separately. Franchises cannot combine orders.

### **Showroom Dropship Policy**

Dropship is only available within your region as defined by the DVI drop ship regional map. Please see our updated Drop ship Policy for further details.

### **Spiff Awards**

All showrooms must provide DVI Lighting detailed breakdowns of retail staff sales totals for Spiff purchases 30 days before payment, or your spiff rebate amount will be applied as credit to your account. Compensation is applied @DN. Multiple selection of spiff awards will not be accepted.

### **Split Shipments**

DVI will ship product when it arrives, as it arrives. Expect multiple shipments on your Virtual Open House order.

### **Virtual Open House Program Availability**

The Virtual Open House Program and all promotions included are only available for showroom partners. Web retailers and mass merchants are excluded from the Virtual Open House Program.

*DVI Lighting reserves the right to make any changes or adjustments at anytime due to market conditions.*