Russound

RUSSOUND SALES REPRESENTATIVE

Visit us at:

**www.russound.com**

Place and track orders, access transaction history, and view up-to-date business and technical information 24/7

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STRATEGIC PARTNER PROGRAM
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LR9910-0069

RUSSOUND®

# STRATEGIC Partner Dealer Program 2015




47 YEARS
Building Sound Solutions™



A MESSAGE FROM OUR CEO

RUSSOUND

Welcome to the Russound Strategic Partner Dealer Program for 2015, an easy way to build additional profits from the sound solutions you install. As a Strategic Partner, your purchases earn you immediate savings that fall right to your bottom line. Plus your Strategic Partner status qualifies you for a number of value-added benefits to build your profits and save you time in the process. The entire Russound sales team and I look forward to working with you in 2015 to make the most of our collective business potential.

Charlie Porritt, CEO

# STRATEGIC PARTNER Dealer Program

## Benefits That Elevate Your Profit Potential

| | |
|---|---|
| **10 % DFI** | You'll get instant savings when we deduct 10% from the Dealer Price of every item you order regardless of quantity, whether you order one piece or a hundred. |
| **5% PPD** | You'll save an additional 5% on top of the DFI discount in the form of Prompt Payment Discounts when you pay your invoice with 10 days. |
| **Great Terms** | 5% 10 / Net 30 Days, Upon approved credit. |
| **Free Freight** | You'll receive free ground freight on all purchases of $1,000 and up. |
| **In-Stock Guarantees** | You'll receive the next available model at no additional charge in the rare occasion we do not have the speaker you ordered. |
| **25% Off New Products** | You'll receive a 25% discount off the first item you buy from a newly introduced product line, i.e., Controllers, Speakers, Amplifiers, Infrared |
| **25% Off Demos & Show Homes** | You'll receive 25% off Dealer Price on any bona fide Demo and Show Home orders. |
| **Flexible Payment Options** | You'll get the option to pay with a Visa or MasterCard or via check upon approved credit. |
| **24/7 Ordering** | You'll get the ability to order in the way that best suits your business, either directly through our Strategic Partner Dealer Portal, through your sales representative or via our in-house sales staff. |
| **Advance Replacements** | You'll receive an advance replacement, freight prepaid and we'll issue a RA and call tag for any out-of-box failure you encounter from our products. |
| **Program Compliance Credit for All Authorized Purchases** | You'll receive credit toward this program's minimum program purchase requirements for Russound products purchased from our authorized Distributors. Note that proof of purchase is required and we offer no price protection. |

CONFIDENTIAL DEALER INFORMATION

# STRATEGIC PARTNER Program Details

| | |
|---|---|
| **Qualifications** | Annual Net Purchases of $8,000 Per Location |
| **Minimum Opening Order** | $1,000 (Excludes New Product, Demo & Show Home Discounts) |
| **Program Duration** | January 1, 2015 – December 31, 2015 |
| **Program Compliance** | Net purchases will be reviewed on July 1, 2015. Dealer whose purchase levels are below $3,200 at that time shall be given the chance to place an order bringing them into compliance. This order must be received by August 1, 2015. Dealers not in compliance after August 1, 2015 will be reclassified to the Dealer Partner Program that corresponds with their purchases. Dealers who have not been on the program for the full year shall have their compliance prorated. |
| **In-Stock Guarantee Qualifying Models** | RSF-610, RSA-615, 5B45, 5B55. |
| **New Model Discount Qualifying Models** | MCA-88X, MCA-88, MCA-66, RSF-610, RSF-610T, RSF-620, RSF-820, RSF-635, RSA-615, RSA-635, RSA-835, D850, D1650, P75, P125, TVA2.1, ALT-126R, EZB-8 |
| **Demo & Show Home Discounts** | To qualify for this discount benefit dealer must provide a letter from the builder stating that your company has been contracted to do the work along with a copy of your proposal that lists the products used in the system. All Demo & Show Home orders must include Russound speakers. |

## To pay for your orders with Visa or MasterCard accounts please complete the following Credit Card Authorization

**Company Information**

Cardholder Name

Billing Address

City | State | Zip

Phone Number | Fax Number

**Cardholder Information**

Cardholder Name

Billing Address

City | State | Zip

Phone Number | Fax Number

**Credit Card Information**

❑ MasterCard ❑ Visa

Card Number

Expiration Date | Security Code (from back)

**I hereby authorize Russound to process my credit card for payment of products or services which I or my authorized representative may order:**

❑ All orders ❑ Opening order only ❑ Equipment repair only ❑ Other

**In order to ensure maximum discounts you have my authorization to bill this credit card within the terms checked below:**

❑ 5% 10 Days ❑ Net 30 Days Authorizer's Initials: _____

Authorized Signature

Date

## STRATEGIC PARTNER Dealer Agreement

**I want to become a RUSSOUND STRATEGIC PARTNER DEALER. In order to do so, I agree to the following rules:**

While I can use the name RUSSOUND, and any related product names, to show that I have the RUSSOUND product(s) for sale, I may not use the RUSSOUND logos or designs without express written permission from RUSSOUND/FMP, Inc.

I cannot sell any RUSSOUND products, on the internet, in a catalog, or in connection with telemarketing (800, 888,877, or other toll free numbers).

I may purchase RUSSOUND products only for resale directly to an end user, but not for sale to any other distributor, dealer, wholesaler, etc.

I will only sell RUSSOUND products to a customer who comes to my place of business, or who is located within a 100 mile radius of my place of business, or who has ME install the product. I will not allow anyone in my business to sell RUSSOUND products in violation of this Agreement.

Since RUSSOUND limits the distribution of certain products, this Declaration does not mean that I can buy every RUSSOUND product from YOU.

I agree that this Agreement is intended to directly benefit RUSSOUND and may be terminated at any time with 30 days written notice from Russound.

If I do not comply with these conditions, I understand that I may be prohibited from buying RUSSOUND products from YOU.

Signature_____Date_____

Name_____

Title_____

Dealer Legal Name_____

Dealer Address_____

**Terms & Conditions:** Program effective January 1, 2015 through December 31, 2015. Russound reserves the right to change program at any time. Dealer Reseller Tax Certificate Required