

## 5% SPIFF to Dealer Salesperson

5% net on every product of every order received at the standard dealer discount with the following exception: *The program applies to product orders only; freight, delivery, add ons (i.e. formulation fees for match wood finish, moisture barrier, etc.) and installation charges are not eligible for the SPIFF program.*

**CUSTOMS ARE ELLIGIBLE FOR THIS PROGRAM.**



### Quick & Easy Steps:

- 1 Fill out the form below & a current W-9 (available on our website: Contact Us > Forms)
- 2 Scan & email both documents to [spiff@cabotwrenn.com](mailto:spiff@cabotwrenn.com)
- 3 Dealer salesperson's code must appear on each P.O. (Code is the first initial of Dealer salesperson's last name as it appears on his/her W-9 form and the last four digits of SSN. A W-9 form must be submitted in order for payment to be made.)
- 4 Once both forms have been completed and submitted accurately, we will notify the salesperson that his/her code has been successfully approved and set up. Forms should only have to be submitted once.
- 5 Payment is made by check in dealer salesperson's name and issued within 60 days of receiving full payment on the corresponding order or shipment, whichever occurs later.
- 6 If you have questions, please contact your local sales rep.

Dealer Salesperson's Name \_\_\_\_\_

CW Sales Representative \_\_\_\_\_

Company \_\_\_\_\_

PO# \_\_\_\_\_ Code \_\_\_\_\_

Email \_\_\_\_\_

Phone # \_\_\_\_\_

Address \_\_\_\_\_

Signature \_\_\_\_\_



*\*Cabot Wrenn reserves the right to change or cancel the program at any time.*