

## Participating HVAC Contractor Incentives Program: FAQs

- What counts as a qualifying install?
  - Please refer to the chart below:

Qualifying HVAC Equipment Installs	
Furnace Fan Motor	Installation of a new, or replacement of an existing, furnace or air handler fan motor with high-efficiency fan motor
Central Air Conditioners	SEER ≥ 16 SEER ≥ 18
Air Source Heat Pumps	SEER ≥ 16 HSPF ≥ 9 SEER ≥ 18 HSPF ≥ 10
Ductless Mini-Split Heat Pumps	SEER ≥ 18 HSPF ≥ 10
Geothermal Heat Pumps	Must be ENERGY STAR-certified
Packaged Terminal Air Conditioner	EER ≥ 11
Packaged Terminal Heat Pump	EER ≥ 11, COP ≥ 3.1

*\*Programmable thermostats installations and HVAC tune-ups do not qualify towards contractor incentive goals.*

- How are goals levels set?
  - Individual goal levels are set based on your prior production levels, and meant to be aggressive but attainable.
- When will I receive my reward?
  - Rewards are earned on a monthly basis and are distributed on a quarterly basis. However, this is a limited time program, and will end once we have reached the reward maximum. We reserve the right to modify or terminate the program for any reason, without notice.
- I did more installs than what your report states, why aren't all of my installations counted?
  - Program rewards are based on completed HVAC rebates for qualifying equipment, as reported in Honeywell's database on a monthly basis. Delays in rebate application submission and processing may delay your qualified installation from being counted towards your reward goal.
- How can I help to ensure the install counts towards my goals?

- One of the best ways to ensure that your qualified install will count towards your goal is to help your customers complete the rebate application accurately. Most rebate delays are attributed to incomplete rebate applications, by helping your customer, you are helping yourself to rewards!
- What can I do to drive more installs?
  - Check out the marketing materials available to you on the contractor portal, including web banners, downloadable rebate applications and more, at [energysavepa-home.com/participating-contractors/](http://energysavepa-home.com/participating-contractors/) (Username: contractor Password: HON500)