

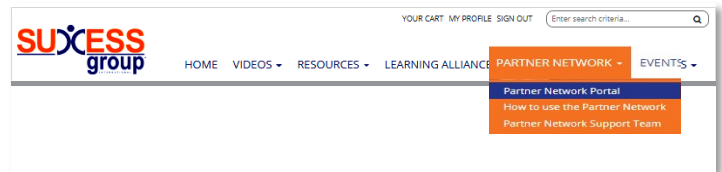
How To Maximize Your Rebates

Every dollar saved is a dollar added to your net profit. To ensure you collect all the rebates you've earned, we **highly recommend** you report your purchases every quarter. You have 40 days after the end of each quarter to report your purchases and it allows us to verify that each SGI Partner has recognized all of your purchases.

<u>Quarter</u>	<u>Dates</u>	<u>Reporting Deadline</u>
First	January 1–March 31	May 10
Second	April 1–June 30	August 10
Third	July 1–September 30	November 10
Fourth	October 1–December 31	February 10

How to report for rebates:

Log onto www.yoursgithub.com using Chrome or Edge as your browser and click on SGI Partner Network's Portal at the top of the dashboard.



Partner Rebates:

From the dashboard or left menu, click on **Partner Rebates**. This is YOUR reporting portal. You select which partners are included on this list. From the partner's resource pages found under **Partner Connections**, you can identify companies as "Preferred Partners" or complete the Preferred Partner Collection Forms (PPCFs) for any manufacturers selling their products through distribution centers. If you haven't made those identifications yet, you can also "add a new partner" from this page.

PARTNER REBATES

Reporting is closed for Q2-2020. Q3-2020 Reporting opens on October 1st.

Partner	Distributor	Quarter	Amount
Rheem HYAC	Conner Company 31941	Quarter 2 2020	\$114,983.00
Goodman	Rogers Supply 317	Quarter 2 2020	\$7,341.97
A.O. Smith	Ferguson 2-001235	Quarter 2 2020	7 Units
Dynamic Air Quality Solutions		Quarter 2 2020	\$8,001.25
GreenSky Financial		Quarter 2 2020	\$2,574.12

Done!

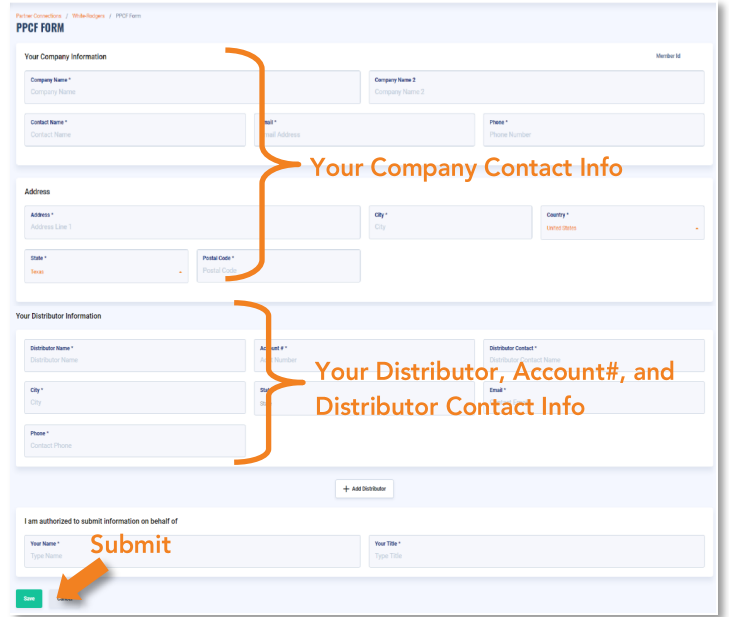
Sign Up:

The **Partner Rebates** page lists the preferred partner you have identified by clicking on “add new partner” or by selecting “Preferred Partner” on the individual resource pages found under **Partner Connections** section. Documenting your account numbers and distributors helps our partners identify your sales, especially if your company has multiple accounts. To add a partner, a PPCF must be completed for all manufacturers and a PPACF for all companies you buy from directly.



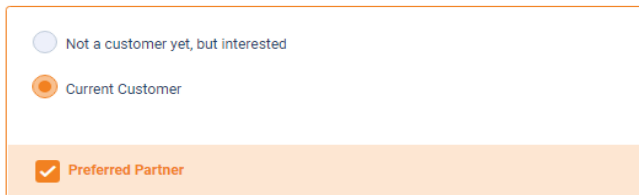
PPCF Form:

Manufacturers that sell their products through a distribution center need your account information to identify your purchases to pay their rebate. The Preferred Partner Collection Form (PPCF) will register your distributor(s) and account number(s) and distributor contact information with the manufacturer and Partner Network. **Please note: These forms must be on file within the quarter that the purchases are made to qualify for the rebate. Do this step TODAY!**



The screenshot shows the PPCF Form with the following sections and annotations:

- Your Company Information:** Includes fields for Company Name 1, Company Name 2, Contact Name, Email, Phone, Address, City, and Country. An orange bracket groups these fields with the label "Your Company Contact Info".
- Your Distributor Information:** Includes fields for Distributor Name, Account #, Distributor Contact, City, and Phone. An orange bracket groups these fields with the label "Your Distributor, Account#, and Distributor Contact Info".
- Submit:** A green "Submit" button is highlighted with an orange arrow.

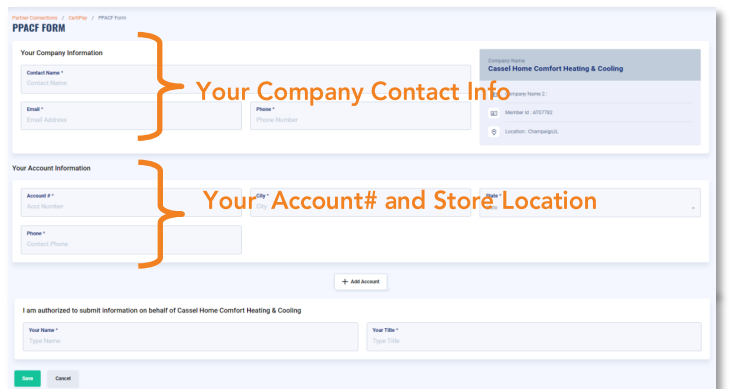


The form has three radio buttons:

- Not a customer yet, but interested
- Current Customer
- Preferred Partner

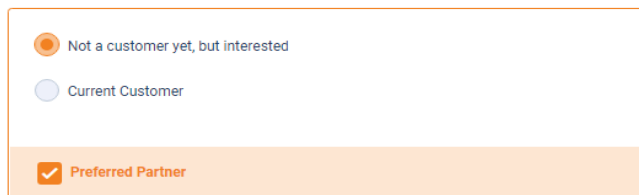
PPACF Form:

It can be a challenge for our partners to identify all 900+ SGI Members and their account number(s). A Preferred Partner Account Collection Form (PPACF) will communicate your account number(s) to the Preferred Partner to ensure they are tracking all of your purchases to pay your rebates correctly.



The screenshot shows the PPACF Form with the following sections and annotations:

- Your Company Information:** Includes fields for Contact Name, Email, and Phone. An orange bracket groups these fields with the label "Your Company Contact Info".
- Your Account Information:** Includes fields for Account #, City, and Phone. An orange bracket groups these fields with the label "Your Account# and Store Location".

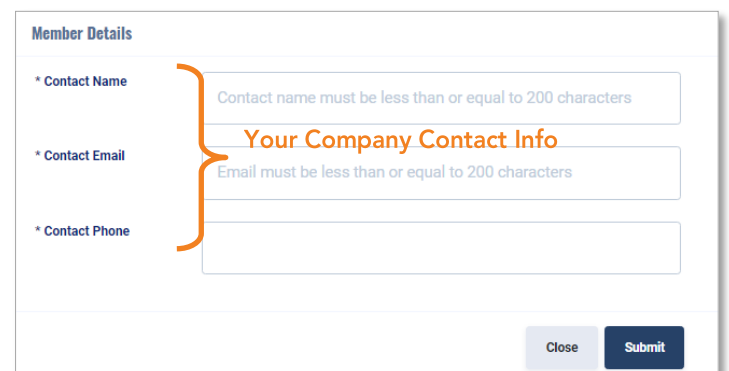


The form has three radio buttons:

- Not a customer yet, but interested
- Current Customer
- Preferred Partner

Not a Customer Yet?

If you aren't a current customer, but want to learn more about a Partner and their products and services, simply complete the Member Details and click submit and an email will be sent to our Partner Contact.



The Member Details form includes the following fields and annotations:

- * Contact Name:** Field with a character limit note: "Contact name must be less than or equal to 200 characters".
- * Contact Email:** Field with a character limit note: "Email must be less than or equal to 200 characters".
- * Contact Phone:** Field.
- Buttons:** "Close" and "Submit" buttons are located at the bottom right.

An orange bracket groups the Contact Name and Contact Email fields with the label "Your Company Contact Info".

Meet Our Partners:

Click on **Partner Connections** to view the list of partners. Navigate the partner list by scrolling alphabetically, searching by category, or typing in a company name. Click on the partner name to learn more about their products, contact the rep, find forms, sign up, and watch videos.

The screenshot shows the 'PARTNER CONNECTIONS' page. Annotations include:

- Type to Search by Partner**: Points to the search bar.
- Print Complete Partner List**: Points to the print icon.
- Download Partner List**: Points to the download icon.
- Filter by Categories**: Points to the category dropdown menu.
- Filter by Country**: Points to the country filter dropdown.
- Click to Open Partner Resource Pages**: Points to a partner card.

Partner cards visible include:

- Wipe Processing**: 3.5% Rebate
- 50FreeCalls.com**: 3.5% Rebate
- A.O. Smith Canada**: Earn \$10.50 to \$28.00 Rebate Per Water Heater
- A.O. Smith**: Earn \$10.50 to \$28.00 Rebate Per Water Heater
- Accelerated Training Institute**: 7% Rebate
- AIG**: 7% Rebate
- Althans Insurance Agency, Inc.**: Special Pricing

Take a Closer Look:

The Partner Resource Page provides valuable information about the partner's products, savings, links, and videos. If you are new to SGI or the partner is new to you, contact the partner by clicking on the "Preferred Partner box" to notify them that you are a member of the SGI Partner Network to ensure that your account reflects the negotiated discounts or rebates (or both).

HOME DEPOT PRO SPECIALTY TRADES (FORMERLY BARNETT)

3.5% Rebate: Plus Special Pricing

Benefit Summary

Wholesale division of The Home Depot specializing in plumbing, HVAC, and electrical supplies.

As we continue our journey to become One Home Depot, we are pleased to announce that Interline Brands, Inc. d/b/a Barnett has merged into Home Depot U.S.A., Inc. As of February 3, 2019, Barnett now operates as The Home Depot Pro or The Home Depot Pro Specialty Trades.

With an inventory of more than 100,000 products, The Home Depot Pro's product selection includes both the name brands you seek and the exclusive brands you trust. Home Depot Pro's partnership with The Home Depot means access to more quality products and proven solutions to help you manage your business.

3.5% rebate with growth opportunities plus special pricing. Home Depot retail purchases excluded.

Full Description of Benefits

Supply Chain Management Solutions

We understand that managing inventory affects the bottom line of your business. Not only is it time consuming and tedious, it also takes valuable time away from your business. Home Depot Pro's Supply Chain Solutions are for any contractor - whether you have 1 or 100 trucks. From a comprehensive on-site solution to truck replenishment programs, Home Depot Pro can effectively control your supply chain issues and increase your profitability. Consider one of Home Depot Pro's Supply Chain Management Solutions for your unique business.

Truck Stock Replenishment (TSR)

Are you carrying the right level of inventory on your trucks? Do you have an accurate record of daily product usage from your trucks? By utilizing the Standard Truck Stock list, you can rest assured that each truck is operating as a "Rolling Warehouse" which will increase the company's overall productivity.

Pre-Positioned Inventory (PPI)

Are you concerned about your inventory levels and expenditures on "high ticket" products? Would you like to offer more product options to your customers without worrying about upfront costs and dealing with multiple suppliers? Increase your cash flow and generate more selling opportunities by signing up for Home Depot Pro's PPI program today!

Vendor Managed Inventory (VMI)

Home Depot Pro's premier VMI program is one of the top programs in the industry, representing a comprehensive on-site supply chain management program that is tailored to meet the demands of your business. Focus on your business while we take care of the rest with Home Depot Pro's VMI solution.

Supplyware

This innovative supply chain management program not only gives you visibility to current inventory levels and use through a barcode-based scanning system, but also creates alerts and automated reorders for low stock items.

Customized Solutions

If your business model does not fit into our TSR, PPI, VMI, or Supplyware program, Home Depot Pro will work with you to develop a unique supply chain solution to manage your inventory - tailored to your individual needs. We provide you with a long-term business partnership that will make your contracting business more rewarding.

Last minute purchases - no problem. Shop in store. Pay on your Home Depot Pro account! [Click here to learn more.](#)

Contact Ryan Fidgeon at 904-535-8510 or Ryan_Fidgeon@HomeDepot.com to learn more.

The screenshot shows the partner resource page for Home Depot Pro Specialty Trades. It includes:

- Communicate Your Account Status**: A section with radio buttons for "Not a customer yet, but interested", "Current Customer", and "Preferred Partner".
- Partner Contact Details**: A section with contact information for Ryan Fidgeon, including phone number (904) 535-8510 and email Ryan_Fidgeon@HomeDepot.com.
- Website**: www.ebarnett.com

Helpful Hint:






To more efficiently collect your totals, contact your local rep and ask that they provide you with your quarterly totals or keep a spreadsheet to track your qualifying purchases as you receive the invoices throughout the quarter.






A	B	C	D	E	F	G	H	I
Date	PO#	Goodman <i>Local Wholesale</i>	Goodman <i>Home Depot Pro</i>	HD Pro/Barnett	Bradford White <i>R.E. Michel</i>	R.E. Michel	Siemens <i>Ferguson</i>	Ferguson
10/1/2020	00-124	\$ 909.00	\$ 1,018.00	\$ 67.52	\$ 699.00	\$ 201.36	\$ 389.00	\$ 389.00
10/2/2020	22-655	\$ 2,620.00	\$ 1,113.00	\$ 101.00	\$ 1,125.00	\$ 363.00	\$ 149.00	\$ 101.50
10/3/2020	00-125	\$ 1,119.00	\$ 2,316.00	\$ 1,018.00	\$ 599.00	\$ 699.00	\$ 96.00	\$ 149.00
11/23/2020	22-656		\$ 899.00	\$ 1,113.00	\$ 1,089.00	\$ 1,125.00		\$ 82.12
11/24/2020	00-126		\$ 1,522.00	\$ 2,316.00		\$ 599.00		\$ 96.00
11/25/2020	22-657			\$ 426.00		\$ 1,089.00		\$ 216.76
12/7/2020	00-127			\$ 899.00		\$ 425.00		
12/30/2020	22-658			\$ 1,522.00				
TOTAL		\$ 4,648.00	\$ 6,868.00	\$ 7,462.52	\$ 3,512.00	\$ 4,501.36	\$ 634.00	\$ 1,034.38





Double Dips:

Look for opportunities to “Double Dip” your rebates. Purchase a participating manufacturer’s product through one of our many distribution partners and earn double the rebates—one from the manufacturer AND one from the distributor.

Here are a few of the many Double-Dip combinations:

	Bradford White Water Heaters Rebate Details ▾	@ 3.5% Rebate	 	Distributor R. E. Michel Company Inc. 8675309	Quarter 3 2020 \$2,698.00	Input Q4 2020 Data \$3,512.00
	R.E. Michel Company, LLC. Rebate Details ▾	@ 2.8% Rebate		Distributor	Quarter 3 2020 \$0.00	Input Q4 2020 Data \$4,501.36
		Total 6.3% Rebate				

	Goodman Rebate Details ▾	@ 3.5% Rebate	 	Distributor Home Depot Pro 100-250003	Quarter 3 2020 \$65,321.00	Input Q4 2020 Data \$4,648.00
	Home Depot Pro Specialty Trades Rebate Details ▾	@ 3.5% Rebate		Distributor	Quarter 3 2020 \$56,983.00	Input Q4 2020 Data \$7,462.52
		Total 7.0% Rebate				

	Siemens Industry, Inc. Rebate Details ▾	@ 3.5% Rebate		Distributor Ferguson Enterprises 001-401152	Quarter 3 2020 \$0.00	Input Q4 2020 Data \$634.00
	Ferguson Growth Rebate Rebate Details ▾	@ 2.3% Rebate		Distributor	Quarter 3 2020 \$0.00	Input Q4 2020 Data \$1,034.38
		Total 5.8% Rebate				

Reports:

Dive deeper into your rebate reporting and payment history with **Reports**. All reports can be downloaded.

Member Reported Values:

An email confirmation will be sent approximately 2 hours after online reporting has been submitted, but you can see what your company has reported any time by clicking on the **Member Reported Values Report**.

Support Team | Help | 866-356-8328 | Alana Willey

Reports / Member Reported Values

MEMBER REPORTED VALUES

2020 | Q2 | All Partners

Download CSV

Apply Filters | Reset Filters

1 to 8 of 22 | Display 8

Partner Intact ID/Name	Distributor	Reported Date	Reported Data	Applied QTR
PN00017 Rheem HVAC	Connor Company - 31941	07/31/2020	\$134,330.22	Q2 2020
PN00041 Goodman	Rogers Supply - 317	07/31/2020	\$5,267.01	Q2 2020
PN00003 Bradford White Water Heaters	Rogers Supply - 317	07/31/2020	\$0.00	Q2 2020
PN00042 Lana	Rogers Supply - 217	07/31/2020	\$0.00	Q2 2020
PN00007 Ruby	-	07/31/2020	\$973.00	Q2 2020
PN00052 ShuBee	-	07/31/2020	\$738.52	Q2 2020

Partner Payouts:

Review the rebates you have earned by clicking on **Partner Payouts**.

Support Team | Help | 866-356-8328 | Alana Willey

PARTNER PAYOUTS

Total Rebates Earned With SGI Partner Network: **\$14,156.52**

Date of First Payment

Total Rebates Earned in Selected Quarter Payouts: **\$3,525.36**

Net Rebate Paid: **\$2,114.30**

Applied To Promissory Note: **\$1,411.06**

Total Paid on Check After Debt

Select Payout Period & Apply Filters

Resolved Shortage

Download CSV

Apply Filters | Reset Filters

Display 8

Member Volume	Partner Volume	Rebate	Quarter/Yr
\$0.00	\$199.50	\$13.97	Q1 2020
\$1,597.90	\$400.08	\$28.01	Q1 2020
\$0.00	\$3,340.50	\$187.07	Q4 2019
\$4,440.43	\$24.18	\$24.18	Q1 2020
\$1,911.11	\$0.00	\$0.00	Q1 2020
\$0.00	\$109.26	\$5.35	Q1 2020
\$179.40	\$176.45	\$7.43	Q1 2020
\$252.00	\$242.00	\$10.16	Q1 2020
Totals:	\$92,520.81	\$70,908.98	\$3,525.36

1 to 8 of 15 | Display 8

SUCCESS GROUP INTERNATIONAL

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Rebate History:

Compare the sales amounts that your company reported to the sales amounts that the partner has based their rebates on. If there is a variance of over 10%, Partner Network has determined that this is a discrepancy that needs to be researched. In the status column, you will see if the discrepancy is still open, if it has been resolved, or if is closed for other reasons. **Please note, the status column is a manual process and quarters prior to Q1 2020, may not show the most current status.**

Sort by Partner. Some "Partner Families" are paid under other brands.

- Goodman/Amana/Daikin/Daikin Ductless
- Rheem/Ruud
- A.O. Smith/State/American/Takagi/John Wood

Report will default to all entries, but checking "Has Discrepancies" will identify shortages only.

Partner Intacct ID / Name	Distributor Name	Reporting QTR	Member Reported Spend	Partner Reported Volume	Variance	Status	Greater Than 10% Difference
PN00028 Cintas		Q1 2020	\$3,600.00	\$0.00	-\$3,600.00	No account recorded	Yes
PN00043 Daikin	My Town Supply 6532110	Q1 2020	\$73,392.52	\$0.00		Need backup detail	
PN00043 Daikin	Home Depot Pro 1001-687159	Q1 2020	\$73,392.52	\$0.00		Late Registration	
PN00043 Daikin		Q1 2020	\$146,785.04	\$62,864.00	-\$83,921.04	Ineligible items	Yes
PN00044 Dynamic Air Quality Solutions		Q1 2020	\$1,900.00	\$0.00	-\$1,900.00	Open	Yes
PN00047 Home Depot Pro Specialty Trades (formerly Barnett)		Q1 2020	\$1,800.00	-\$1,128.72	-\$2,928.72	Not paid within terms	Yes

If you have any questions on the reporting process, our partnerships, or how to maximize your rebates, please contact SGI Partner Network at 866-356-8328 or PartnerNetwork@YourSGI.com

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