

Cabot Wrenn SPIFF Program

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 ELIGIBLE 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
- 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 sales person'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.*

EXAMPLE

Cabot Wrenn SPIFF Program
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
- 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 sales person'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 JOHN SMITH

CW Sales Representative: RYAN STITES

Company JOHN SMITH DESIGN

PO # 010116JSD Code S1234

Email john@johnsmithdesign.com

Phone # 555-123-4567

Address 123 JOHN SMITH ST.
HICKORY, NC 28601

Signature John Smith

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

Cabot Wrenn

www.cabotwrenn.com 828.495.4607 spiff@cabotwrenn.com 2016