

CONSUMER REBATE OFFERS



TRUST | INNOVATION | QUALITY

SUMMER 2019

NORTHEAST NU83CR0619

Receive a Lennox rebate up to \$1,600*

SYSTEM REBATE MATRIX*

	SLP98V	CBA38MV	SL280V	SLO185V	EL296V	EL296E
XP/XC25	\$1,150	\$1,150	\$975	\$0	\$900	\$0
XP/XC21	\$900	\$900	\$850	\$650	\$700	\$625
XP/XC20	\$900	\$900	\$850	\$0	\$700	\$0
SL18XP/XC1	\$575	\$575	\$525	\$450	\$525	\$425
XP/XC16	\$550	\$550	\$475	\$400	\$475	\$375
EL16XP1	\$375	\$375	\$350	\$325	\$325	\$300
EL16XC1	\$350	\$350	\$325	\$300	\$300	\$275

QUALIFYING THERMOSTATS

- iComfort® S30
- iComfort® E30
- iComfort® M30
- iComfort® Wi-Fi
- CS7500
- CS5500
- Nest
- Honeywell Programmable
- Emerson Programmable

SYSTEM "ADD-ONS"

iComfort® S30	\$150
iComfort® E30	\$50
iComfort® M30	\$15
PureAirS™	\$150
PureAir™	\$25
iHarmony®	\$150

*SYSTEM ELIGIBILITY:

1. All system rebate offers must include a qualifying thermostat or at least (1) System "Add-On"
2. System add-ons do not qualify for an individual rebate and cannot be combined with individual unit offers.
3. For full-system eligibility requirements, please see promotional guidelines.



INDIVIDUAL REBATES

OUTDOOR UNITS

XP/XC25	\$200
XP/XC21	\$150
XP/XC20	\$150
SL18XP/XC1	\$125
XP/XC16	\$100

INDOOR UNITS

SLP98V	\$200
SL280V	\$150
SLO185V	\$150
EL296V	\$125
EL296E	\$100
GWM	\$150

PACKAGED UNITS**

LRP16	\$450
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**Packaged units are eligible to receive system add-on rebates.

MINI-SPLITS

MWM, MCF, M22/M33, MMD	\$50
MLA, MPB	\$250

SELL BY:

July 1, 2019 through Aug. 9, 2019

INSTALL BY:

Aug. 16, 2019

SUBMIT CLAIMS BY:

Aug. 30, 2019

Rebate requires purchase and installation of qualifying items and submission of a completed online rebate form and proof of purchase to Lennoxconsumerrebates.com no later than August 30, 2019. Rebate is paid in the form of a Lennox Visa prepaid debit card. Card is subject to terms and conditions referenced on card and expires 12 months after the date of issue. Conditions apply. See promotional guidelines for terms and conditions.

FINANCING-ONLY OFFERS



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Dave Lennox Signature & Elite Series Financing Offers*

Receive a new Lennox system for as low as **\$116** a month

(based on \$10,000 retail system and a payment factor of 1.16%)

Plan	Description	Summer Rate	Lennox Refund	Dealer Cost
4116	6.99% APR for 120 Months	7.10%	7.10%	0.00%
4316	3 Months NINP Rolled Into 6.99% APR for 120 Months	5.00%	5.00%	0.00%
3060	60 Months Equal Payments No Interest	14.90%	5.00%	9.90%
3036	36 Months Equal Payments No Interest	13.25%	5.00%	8.25%

Qualifying System Options

Indoor Unit Options for System	Outdoor Unit Options for Systems	Required for Eligibility	System Financing Reimbursement Cap
SLP98V, CBA38MV, SL280V, SLO185V, EL296V, EL296E, EL196E, EL280E, CBA27UH, CBA25UHV, MLA, MPB, MWM, MCF, M22/M33, MMD	XP25, XC25, XP21, XC21, XP20, XC20, XCZ20, SL18XP1, SL18XC1, XP16, XC16, EL16XP1, EL16XC1, LRP16, LRP14, MLA, MPB	Qualifying Thermostat or System "Add-On" (Exception: not required for Mini Split Systems)	\$1,120

Secondary Financing Offers

Plan	Description	Summer Rate	Lennox Refund	Dealer Cost
2012	12 Months No Interest No Payment	5.00%	3.00%	2.00%
1018	18 Months With Payments Deferred Interest	5.00%	3.00%	2.00%

Qualifying Options

Required for Eligibility	Eligible Motor Bearing Units (Furnace, Air Conditioner, Heat Pumps)	Secondary Financing Reimbursement Cap
Entire job is eligible for these financing offers as long as at least (1) of the motor bearing units listed to the right is installed with a qualifying thermostat or System "Add-On". (Exception: Mini Splits)	XP25, XC25, XP21, XC21, XP20, XC20, XCZ20, SL18XP1, SL18XC1, XP16, XC16, EL16XP1, EL16XC1, LRP16, LRP14, MWM, MCF, M22/M33, MMD, SLP98V, CBA38MV, SL280V, SLO185V, EL296V, EL296E, EL196E, EL280E, CBA27UH, CBA25UHV, MLA, MPB, GWM	\$1,120

SELL BY:
July 1, 2019 through Aug. 9, 2019

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Aug. 16, 2019

SUBMIT CLAIMS BY:
Aug. 30, 2019

Participation in any of the Signature & Elite Series or Secondary financing offers is in lieu of the cash rebate. For more details on eligibility requirements, please reference the promotional guidelines.

REBATE AND FINANCING OFFER



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Rebate **AND** Financing Offer

Plan	Description	Reduced Summer Dealer Cost	Eligibility Requirements
4132	9.99% APR for 120 Months	0.00%	Lennox product MUST be sold

Lennox Financing Program FAQs

FAQ | How does the rebate and financing combo offer work?

- Dealers redeem the 0.00% cost of plan 4132 upfront from Service Finance when Lennox product is financed. No financing claim entry through LennoxPROs is required.
- To redeem the rebate, homeowners must submit a claim at lennoxconsumerrebates.com

FAQ | What is a financing reimbursement cap?

- Definition: the maximum amount Lennox will credit back a Dealer for a financing claim.
- The financing cap for the summer program is \$1,120.
- Example: A homeowner finances \$20,000 on an eligible Lennox system and thermostat using Service Finance plan 4116. The dealer goes to submit a claim through 360 to receive their credit (7.10% of the total cost of the job).

$$4116 \text{ Dealer Cost} = \$20,000 \times 7.10\% = \$1,420$$

The total dealer cost of \$1,420 exceeds the system cap of \$1,120 and the dealer would be credited \$1,120 2-3 weeks after their claim was submitted, audited, and approved.

FAQ | If my homeowner finances 2 systems eligible for the financing offer, is the reimbursement cap still \$1,120?

- The financing cap for each claim is \$1,120. To maximize your reimbursement for multiple systems, key in two separate financing claims, one for each system.
- Tip: Make sure to key in unique serial numbers for each eligible financing claim to avoid it from going on hold.

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PROMOTION DETAILS



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Promotion Dates:

This promotional offer applies to:

- Qualifying product(s) purchased by a participating Lennox dealer between July 1, 2019, and August 9, 2019, and installed by August 16, 2019.
- Financing and rebate claims submitted by August 30, 2019.

Dealer Eligibility:

To participate in this offer, dealers must have purchased a 2019 Full-Service Premium or Self-Service CAP package. No portion of this promotional offer will be charged by the dealer to the homeowner.

Homeowner Eligibility:

Purchases of qualifying product(s) must be made by the individual receiving the rebate.

Exclusions:

- This promotional offer applies to residential applications only. Commercial installations, homebuilder or contractor purchases for new construction, homeowner upgrades through homebuilder or contractor, or installations in multi-family dwellings, or any dwelling other than a single-family residence do not qualify.
- This promotional offer is not valid for purchases made through retail partners, including but not limited to Costco Wholesale, The Lowe's, or Lowe's Home Improvement.
- This promotional offer cannot be combined with any other Lennox consumer promotional offer.

Product Availability:

Only equipment and systems listed on promotion are eligible for this promotional offer and are subject to availability. New products are subject to availability in certain markets. Multiple qualifying products may be sold within an individual family or household.

Acceptable Product Substitutes:

The following product substitutes are eligible for the Summer 2019 Consumer Promotion. Products are subject to availability.

- CBA38MV substitutes: CBX40UH and CBX32MV
- EL16XC1 substitute: XC14

System Eligibility Requirements:

- All Lennox system rebates require a qualifying indoor unit, outdoor unit, and either a system add-on or a qualifying thermostat.
- Exception: System add-ons are eligible for rebate when purchased with a packaged unit.
- System add-on options: iComfort® S30, iComfort® E30, iComfort® M30, PureAir™S, PureAir™, iHarmony®.
- System add-on options do not qualify for an individual rebate and cannot be combined with individual unit offers.
- Qualifying thermostats: iComfort® S30, iComfort® E30, iComfort® M30, iComfort® Wi-Fi, CS7500, CS5500, Honeywell Programmable, Nest, Emerson Programmable.
- Third-party thermostats must be purchased through Lennox.
- Thermostat serial numbers are required for claim entry.

Lennox Visa Prepaid Rebate Card:

After the rebate claim is audited, approved, and paid:

- Lennox will bill the dealer its portion of the rebate based on the dealer's CAP package level.
- Rebates will be issued in the form of a Visa prepaid debit card sent directly to the purchasing homeowner.
- Debit cards are valid for 12 months from the date of issue.
- Please allow two to four weeks for Lennox Visa prepaid card processing after claim has been properly submitted, processed, and approved.
- See card FAQs for more details.

Financing Reimbursement:

After the financing claim is audited, approved, and paid:

- Lennox will credit the dealer's account an amount equal to the Lennox buy-down portion of the loan financed.
- Maximum reimbursement for system financing is \$1,120.

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Aug. 16, 2019

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Aug. 30, 2019

Disclaimer: Lennox reserves the right to cancel or change this promotional offer at any time. By participating in this promotional offer, the dealer agrees to be responsible for compliance with the terms and conditions of this promotional offer, along with all applicable laws, rules, and regulations in connection with dealer's participation.

CLAIM SUBMISSION



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Claim Submission:

- Claims must be submitted online by the claim submission date. Failure to do so will result in the claim being declined and subject to the submitting dealer's expense.
- Homeowners are responsible for rebate claim entry; dealers are responsible for financing claim entry.
- Claims paid on returned products may be subject to reversal
- Incomplete, illegible, early, or late submissions will be declined.
- Lennox is not responsible for lost or missing paperwork.
- Lennox reserves the right to request additional information to validate a claim and to inspect any installation that is a part of this promotional offer.
- Claim review will not begin until Lennox receives all proper documentation.

Rebate Claims:

Rebate claims must be entered online at lennoxconsumerrebates.com.

Financing Claims:

- Dealers must enter financing claims online via LennoxPros.com > Sales Tools > Consumer Rebates > Check Claim Status/Enter Dealer Claims
- Financing offers are available exclusively through Service Finance Company (SFC) and only when financing Lennox products. Full-Service Premium and Self-Service CAP dealers eligible for Lennox Summer 2019 Consumer Promotion must be enrolled with SFC to participate in this consumer financing offer.
- Homeowners must be approved for financing by SFC. The dealer is funded by SFC for each qualifying job, less any noted financing cost.
- All jobs must be funded by Aug. 23, 2019.
- To ensure maximum reimbursement per system, please key each system in as a separate claim.
- Please allow two to three weeks for credit to appear on the dealer's account after claim has been approved.

Promotion Claim Documentation:

A homeowner invoice is required for each claim submission and should be attached online at the time the claim is entered. Additional documentation is required for financing claims, including a copy of the SFC funding statement.

Invoice to Homeowner:

The following must be included on the invoice in order for the claim to be processed:

- Dealer name and address
- Invoice number
- Homeowner name and installation address
- All model numbers, including those for thermostats
- Serial numbers of the products being claimed (equipment sticker is acceptable)
- Date of installation (do not use dealer invoice date or paid date if it is not the same as the installation date)

Completing the Claim:

- Please fill out the claim(s) in entirety. Failure to do so could delay rebate or financing credit processing.
- If there is an error with the claim and additional information is required, 360Insights will send an email:
 - For rebates: to the homeowner notifying them of the error (homeowner email is required for claim status notification).
 - For financing: to the Lennox dealer notifying them of the error (dealer email is required for claim status notification).

Claim Status:

Dealers can view claim status on LennoxPROs.com at Sales Tools > Consumer Rebates > Check Claim Status. If a claim needs further follow-up, the email address provided upon claim entry will receive a weekly email until the information is provided or until the promotion paperwork end date.

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LENNOX VISA® PREPAID CARD FAQs

At what type of merchants can I use my card?

You may use your Lennox Visa prepaid card at any physical merchant locations, online, over the phone, and for mailed payments. Many online merchants perform address, ZIP code, and/or name verification. If your current personal information is not associated with the card, you may update your profile at the website listed on the back of your card.

Where can I use my card?

The front of your card will indicate if the card may only be used in the United States and U.S. territories. If the front of your card does not indicate where it is valid, then you may use it anywhere Visa debit cards are accepted around the world. Please note that some merchants may choose not to accept foreign currency at their own discretion. If this occurs, pay for your purchase with another form of payment and use your card at a different merchant.

Do the funds on my card expire?

The Lennox Visa prepaid card has an expiration date of 12 months from the date of issue. Expiration can be extended for \$4.95 per month.

How do I check my balance without being charged a fee?

Your card balance may be checked for free by logging on to PrepaidCardStatus.com or by calling 1.866.230.3890.

Can I get cash from an ATM or bank?

You cannot use your card at an ATM or bank to receive cash. The Lennox Visa prepaid card can be used for any transaction or purchase that you would normally make using cash. The largest card-usage categories currently include shopping, food and dining, travel, utilities, and entertainment.



Can my card be used for “pay at the pump” gasoline transactions?

Present your card to an attendant inside the gas station. Your card will not work if you try to pay at the pump.

What should I do if my card is lost or stolen?

Report a compromised card by calling cardholder services at 1.866.230.3809. Your card will be closed and blocked from future purchases. We will reissue you a new card for the unused balance less the card reissue fee of \$12.95.

How do I purchase an item that costs more than the balance on my card?

If your purchase is more than your card balance, first pay the difference with another form of payment, then charge up to the amount of funds available on your Lennox Visa prepaid card. Not all merchants accept split transactions.



VISA® PREPAID CARD FAQs

Where can I see my transaction history and check my balance?

You can view your transactions and check your balance by visiting the website listed on the back of your card or by calling 1.866.230.3809. Live agents are available 24 hours a day, 7 days a week. You will be able to access your transaction history online and print statements.

I returned an item purchased with my card. When will the credit be reflected on my account?

Even after the balance is depleted, you should keep your card until you know that you will not be returning any of the items purchased with the card. If you do try to return items, the store's policy may require you to present the card used to make the purchase. You should destroy the card once you are sure you no longer need it. Allow three to five business days for returns to post to your card account.

Can my card ever have a negative balance?

Any authorization request that is greater than your card's available balance will be declined; however, there may be times when a merchant completes a transaction without prior authorization. If an overdraft occurs, you will be required to make a payment to cardholder services to cover the negative amount. Payments should be sent to:

Cardholder Services
P.O. Box 5109
Buffalo Grove, IL 60089



What are the fees associated with using the card?

There are no associated fees to use the card wherever Visa is accepted for purchases made within the first 12 months. Fees issued outside of the 12-month period are as follows:

- Monthly maintenance fee: \$4.95 per month following card expiration.
- Card reissue fee: \$12.95 per request.



SUMMER LENNOX NATIONAL CONSUMER PROMOTION CONSUMER REBATE SUBMISSION FORM

Dealer Instructions

Please complete the information below for your homeowner to use to enter their rebate claim at lennoxconsumerrebates.com. Keep a copy for your records.

HOMEOWNER INFORMATION

NAME: _____

MAILING ADDRESS: _____

CITY: _____ STATE/PROV: _____ ZIP/POSTAL: _____

EMAIL ADDRESS: _____

INSTALLATION ADDRESS (IF DIFFERENT FROM MAILING ADDRESS): _____

CITY: _____ STATE/PROV: _____ ZIP/POSTAL: _____

INSTALLATION DATE: _____ HOMEOWNER INVOICE #: _____

Homeowner agrees to submit this rebate online at lennoxconsumerrebates.com by Aug. 30, 2019.

HOMEOWNER SIGNATURE: _____ DATE: _____

Failure to submit this information on time could lead to forfeiture of any rebate amount due.

NOTE: Any communication regarding this claim submission will be sent to the email address provided.

PRODUCT INFORMATION

For additional product, please use a separate form

(Do not enter the letter "S" if it is the first character)

PRODUCT TYPE:	SERIAL NUMBER:	MODEL NUMBER:
Furnace/Air Handler:		
Air Conditioner/Heat Pump:		
Thermostat:		
System Add-On:		

LENNOX DEALER INFORMATION

NAME: _____

MAILING ADDRESS: _____

CITY: _____ STATE/PROV: _____ ZIP/POSTAL: _____

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