

Copy of 2026 Program Qualifications

Standard Air & Lite Incentive Travel Program 2026

Standard Air is pleased to announce the next incentive trip for September 2026, a 18-month sales incentive travel award program with accruing purchases January 1st, 2025, through June 30th, 2026, for qualifying Standard Air & Lite customers. There are two contests, one for residential customers, and one for mechanical contractors based upon net purchases through Standard Air & Lite during a 18-month period.

PROGRAM DETAILS:

- The program accrual is an eighteen-month period for qualified purchases from January 1st, 2025, through June 30th, 2026.
- This program is based on the net purchase of all residential and commercial equipment, parts, supplies directly from Standard Air less warranty claims and non-equipment charges during the established 18-month program. Your Standard Air Territory Manager or Sales Engineer will contact you to answer any/all questions.
- Program Format:
 - There are three residential groups and one mechanical group.
 - The top five in each group will earn a trip.
 - Each participating dealer/contractor will be placed in a group of peers and assigned a quota based on % of qualifying purchases of the previous 18 month. Each participant will be ranked by percentage of current qualifying purchases against the quota.
 - Residential Dealers will earn a trip at \$1,500,000 in sales volume regardless of ranking during the contest period will earn a trip. Mechanical contractors will earn a trip at \$2,000,000 in qualifying sales volume regardless of contest ranking.
 - All trip winners must have open accounts in good standing to participate.
- **Residential Sales Contest:** Winners will be the sales leaders in each group, during the program period, January 1st, 2025, through June 30th, 2026. The dealer groups are created to establish competitive contests. If a winning dealer declines the trip, then that trip will fall to the next eligible qualifying dealer. The rankings of each group will be determined by growth % over your company's provided quota against your fellow peers in that group. Residential dealers earn a trip at \$1,500,000 in purchases during the contest regardless of ranking.
- **Mechanical Contractors Sales Contest:** A Mechanical Contractor is designated in the contest as a Standard Air & Lite Customer not listed on the Carrier residential dealer locator. Winners will be the top 5 customers in the group at the end of the contest period. A mechanical contractor will earn a trip at \$2,000,000 in qualified net purchases for the contest period.

Automatic Qualification

- Residential Customers \$1,500,000 in net sales
- Mechanical Customers \$2,000,000 in net sales
- Accrual Purchasing dates: January 1st, 2025, to June 30th, 2026

Residential Dealer Groups*

- Group 1 = 5 Dealers
- Group 2 = 5 Dealers
- Group 3 = 5 Dealers

*Highest in growth % over quota

- This program is exclusively for Standard Air customers. In the event a winning customer cannot accept the trip, then that trip will fall to the next eligible qualifying dealer/contractor based upon the rules and criteria described above or, it may be retained by Standard Air to award at their discretion. The trip is for 2 people sharing accommodations. No substitutions or cash options will be awarded in lieu of this travel award. Attendees must be 21 years of age at the time of the trip to be eligible to attend per the Carrier funding requirements.
- All winners will be announced and notified by August 15th, 2026.
- The number of trips is limited. To ensure your place on the trip, customers must confirm their intentions by filling out the official Trip Program Commitment Form by September 1st, 2026. If a qualified dealer/contractor does not fill out the form and submit by this date and time, the earned or won travel award may either be awarded to the next qualified Dealer or, revert to Standard Air to be awarded at their discretion. Additional trips may be earned upon availability.
- Sales from projects will only be included at Standard Air & Lite's discretion and may not qualify or be included in customer sales total based upon characteristics of the project.
- Standard Air & Lite reserves the right to amend, or cancel, this program for any reason at any time.