

# DOOSAN

## Performance Club Member Sales Specialist Cash Program

**Eligible dealers :** North American Doosan Dealers Only

**Eligible customers :** Unless otherwise noted, the sale can be to any customer EXCEPT National Accounts, dealer rental fleets and dealer-owned leasing companies.

**Program duration :** Applies to units sold and delivered from April 1, 2020 through June 30, 2020. Doosan Infracore North America LLC reserves the right to extend, modify or discontinue this program at any time without prior notice.

**Eligible Equipment:**

- New, never previously sold; Doosan® excavators, wheel excavators, log loaders, and wheel loaders
- Or qualifying Doosan equipment in dealer rental fleet for less than 6 months.

**Program offer:**

- Sales Specialists who are registered in Passport and complete the Basic Learning Path are registered for Performance Club. Only Sales Specialist that meet the Diamond Certification level are eligible to earn and redeem points. Any newly registered sales specialist will have 90-days to achieve Diamond level or may forfeit their earned points.
- Spiff amount varies by model and when unit is sold out of dealer rental. Details attached on page 2. Effective from January 1, 2020, Canadian salesmen are paid by US dollar.

**Dealer requirement :**

- Cash bonus available to Performance Club members who have achieved and maintained Diamond Certification through Doosan University only. Dealer's leadership (principals, managers, etc) are not eligible.
- The bonus will be in local funds. Spiff is paid based on DR (delivery report) / ETR (Equipment transfer report) submission date in IRW system.
- Salesman assumes liability for all taxes incurred because of accumulated earnings during this incentive program.
- Spiff application form must be submitted within 30 days of delivery to the customer, otherwise spiff may not be paid.
- This program will require application form via online (<https://www.surveygizmo.com/s3/4314974/doosanapplication>). Should you have any question on this application process, please contact Doosan Sales Incentives [doosan.salesincentives@doosan.com](mailto:doosan.salesincentives@doosan.com).
- The program bonus MAY NOT be combined with or used in conjunction with any other sales specialist cash program.
- **following new salesman spiff policies will be effective March 31, 2020.**
  - If salesman leaves Doosan dealer points are immediately void. Only exception is if the salesman moves to another Doosan dealer in which points will be transferred.
  - If a Doosan Dealership is no longer in good standing as an active dealer, salesman has 30-days to redeem points, otherwise they will be void
  - If salesman takes on new role within dealership and is no longer a sales specialist, they have 90-days to redeem points after which they will be voided.
  - Salesman must be Diamond Certified. Salesman has 90-days from enrollment to become Diamond. Points accrued within this 90-day period, points will be saved until Diamond certification is achieved. If it takes longer than 90-days, the points outside the 90-day term will fall off.

<b>Model</b>	<b><u>New or Dealer rental 6 months or less</u></b>	<b><u>Unit converted out of Dealer Rental more than 6 months</u> <u>(requires a re-order into dealer rental)</u></b>
DX35-5	1,000	500
DX42-5	1,000	500
DX50-5	1,000	500
DX63-3	1,000	500
DX85R-3	1,000	500
DX140LC-3	1,000	500
DX140LC-5	1,000	500
DX140LCR-3	1,000	500
DX140LCR-5	1,000	500
DX170LC-5	1,000	500
DX180LC-3	1,000	500
DX180LC-5	1,000	500
DX225LC-3	1,500	750
DX225LC-5	1,500	750
DX225MH-3	1,500	750
DX225MH-5	1,500	750
DX235LCR	1,500	750
DX235LCR-5	1,500	750
DX255LC-3	1,500	750
DX255LC-5	1,500	750
DX300LC-3	2,000	1,000
DX300LC-5	2,000	1,000
DX300MH-5	2,000	1,000
DX350LC-3	2,000	1,000
DX350LC-5	2,000	1,000
DX420LC-5	2,000	1,000
DX490LC-3	2,000	1,000
DX490LC-5	2,000	1,000
DX530LC-5	2,000	1,000
DX225LL	1,500	750
DX225LL-5	1,500	750
DX300LL-3	2,000	1,000
DX300LL-5	2,000	1,000
DX380LL-5	2,000	1,000
DX140W-3	1,500	750
DX140W-5	1,500	750
DX190W-3	1,500	750
DX190W-5	1,500	750
DX210W-3	1,500	750
DX210W-5	1,500	750
DX210WMH-5	1,500	750
DL200-3	1,000	500
DL200-5	1,000	500
DL200TC-3	1,000	500
DL200TC-5	1,000	500
DL220-3	1,000	500
DL220-5	1,000	500
DL250-3	1,000	500
DL250-5	1,000	500
DL250TC-3	1,000	500
DL250TC-5	1,000	500
DL280-5	2,000	1,000
DL300-5	2,000	1,000
DL350-5	2,000	1,000
DL420-5	2,000	1,000
DL450-5	2,000	1,000
DL550-5	2,000	1,000
DA30 T4	2,000	1,000
DA40 iT4	2,000	1,000
DA40 T4	2,000	1,000

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