

Enclosure Heating and Cooling Solutions



THERMAL AUDIT PROGRAM



Hoffman Distributor and Sales Representatives Unite!

From May 1st - August 31st, 2018, offer your customers a **Free Hoffman Thermal Audit** to help them identify and solve thermal management problems, as well as to compete to win a variety of great prizes at the end of every month and at the end of the program!

HOW TO PARTICIPATE

All Hoffman Sales and Distributor Representatives are automatically eligible to participate. Here's how to compete:

STEP 1: Hoffman Sales and Distributor Reps seek out and setup thermal audit opportunities

STEP 2: Conduct the thermal audit

STEP 3: Hoffman Sales Rep submits the thermal audit on behalf of both parties at this [link](#)

STEP 4: If an order is placed, Hoffman Sales Reps submit the PO using this [link](#)

You're Done!

POINT DISTRIBUTION

AUDITS

- Both the Distributor and Sales Representative will receive 100 points for each thermal audit submitted
- Points are totaled at the end of the month, top 3 sales reps and distributor reps received monthly prizes
- Points also totaled at the end of the program, top 10 get prizes

PURCHASE ORDERS

- Both the Distributor and Sales Rep will receive 1 point for every \$1 sold, except: 4X Filter Shroud sales are worth 2X, and Spectracool with Advanced Corrosion Protection is worth 4X
- Top 10 at the end of the program receive prizes
- For more info on prizes, see the back page of this flyer



If you have any questions regarding this program, reach out to kevin.clark@nvent.com

US HEAVY HITTERS ADDITIONAL PROGRAM INFORMATION

Monthly Prizes

- Monthly rewards will be given to the distributor and sales reps with the highest number of points for thermal audits in each territory at the end of each month
- Same prizes will be given out to both distributor and sales reps for 1st, 2nd and 3rd.



Monthly Territory Prizes	
Distributor & Sales Reps	
1st Place	YETI® Cooler
2nd Place	YETI® Mini Cooler
3rd Place	YETI® Rambler

Grand Prizes

- The top 10 Distributors and Sales Reps for thermal audits overall for the entire program will receive a grand prize
- Same goes for total sales from POs submitted from thermal audits
- Branded pullovers and polos will also be given out to top performers at the end of the program

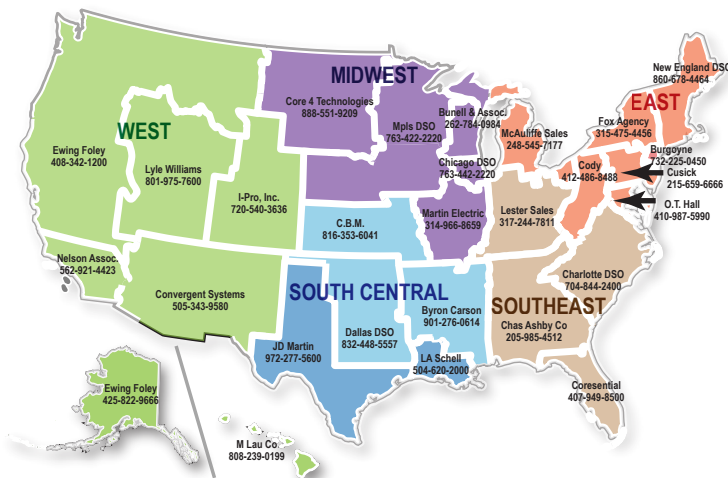


Overall Grand Prizes		
Place	Number of Thermal Audits Performed	Total Amount of Sales (from submitted POs)
1	Smoker	60" Smart TV
2	Gas Grill	50" Smart TV
3	Charcoal Grill	Apple Watch
4	Large Steak Set	Beats Headphones
5-10	Small Steak Set	Google Home

*These prizes are for the entire US, not per Territory

Additional Program Info

In the event of a tie at the end of the month or for the entire program, the tie will be broken by the number of enclosures inspected. If the tie cannot be broken by the above, an additional means will be put together to break the tie or the prizes will be split. if you have any additional questions or concerns about this program, please reach out to Kevin.Clark@nVent.com.



nVent.com

Our powerful portfolio of brands:

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