

# Personal Perk 2009

Don Smith & Associates, Inc.



Don Smith & Associates, Inc. pays a Personal Perk to Dealer Salespeople that sell our products. This is a long term business building program that has been running continuously since 1996. The Perk is paid by issuing a MasterCard Debit Card on a quarterly basis.

\$\$\$ Amount	Perk Code	What?
		<i>Marquis Panel Systems</i>
2% of Net	MPS2	Marquis Panel Systems – 2% of Net
		<i>Seating</i>
\$10	WC10	Wood Chair GO Series
\$5	WC5	Wood Chairs NOT Go Series (OSV OSU etc)
\$10	S10	Chair \$500 List and Up – NON wood chairs
\$5	S5	Chair < \$500 List – NON wood chairs
\$2	S2	Plastic Stack Chair
		<i>Steel Pedestals and Lateral Files</i>
\$5	P5	Steel Pedestal
\$10	LF10	4 or 5 Drawer Lateral File
\$5	LF5	2 or 3 Drawer Lateral File
		<i>Wood Veneer Casegoods</i>
\$50	FW50	Florense FW: An executive U or a workstation with 2 or more Peds
\$40	FB40	Florense FB: An executive U or a workstation with 2 or more Peds
\$40	N40	Napa Suite: An executive U or a workstation with 2 or more Peds
\$25	CF50	Wood Veneer (Florense or Napa) Conference Room. Must consist of a Veneer Conference table and one or more companion pieces (buffet credenza, storage credenza, visual board, etc...)
		<i>Laminate Casegoods</i>
\$25	L25	Laminate Suite: An executive U or a workstation with 2 Peds
		<i>Articulating Keyboards, &amp; Accessory Products</i>
\$10	AA10	Articulating Arm 0021 0021EZ
\$5	KB5	Keyboard Tray 0036
\$5	MA5	Monitor Arm
\$2	CD2	Plastic Center Drawer -CDR1

**Rules – Please read these. No really, please read these.**

1. PP's only apply to product purchased at regular price. NO extra discounts
2. The specifying salesperson gets the PP. If you underbid an order specified by another dealer, they get the PP, not you.
3. You have to be employed by the same dealer you sold the stuff for to collect the PP.
4. Your dealerships account must be current before we pay.
5. The PP does not apply to the sale of your display sample(s)
6. The PP may not apply to close out items (please check with us)
7. The PP has no cash value to the dealership. If our program violates company policy we withdraw the program. If the dealership has rules about when you can collect a PP, we intend to comply with them.
8. Limit of PP is \$1,000,000.00 per person, per quarter.

**How to Collect**

Copy the Tally form on the reverse side. Fill it out at the end of each quarter and mail or fax to us. We will send the debit card at the end of the month following each quarter.

1 <sup>st</sup> Quarter	January-March	Submit tally form 3-31	We pay approx. 4-30
2 <sup>nd</sup> Quarter	April-June	Submit tally form 6-30	We pay approx. 7-30
3 <sup>rd</sup> Quarter	July – September	Submit tally form 9-31	We pay approx. 10-31
4 <sup>th</sup> Quarter	Oct – December	Submit tally form 12-31	We pay approx. 1-30-2010

