



# 2012

**Don Smith & Associates, Inc.** pays a *Personal Perk* to Dealer Salespeople that sell our products. You can earn perk money by selling our instock products. *Personal Perks* are rewarded each quarter, see below for rules.

### 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 Personal Perk 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. 1-30-2013

\$\$\$ Amount	Perk Code	Product?
		<b><i>Casegoods – Veneer and Laminate</i></b>
\$50	V50	Napa Suite An executive U or a workstation with <u>2</u> or more Peds
\$25	L25	Laminate Suite (EL Series): An executive U or a workstation with <u>2</u> or more Peds
		<b><i>Seating</i></b>
\$5	C5	Task, Management and Reception seating from: JT, B, KB, ES and ESS series only
\$2	GC2	Guest and Stacking chairs from: JT, B, ES KB & EX series only

*Excludes Space, OSV wood seating, training tables and computer accessories.  
Special order and non-stocked items do not qualify for personal perks*

### 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 does not apply to close out or discontinued items
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 dealership rules.
8. Personal Perk's to be submitted within 6 months of original order to qualify for payment.

# Personal Perk

