



SALES PLAN #RS-SP200D

EFFECTIVE PERIOD

JAN 1, 2022 – DEC 31, 2022

TRANE COMFORT SPECIALIST™ PROGRAM

2022

PURPOSE:

For the Trane Comfort Specialist™ (TCS) Program, we choose to partner with dealers who share our commitment to providing the best customer experience and offer special program benefits designed to accelerate Trane's leading dealers' growth and overall success. It is this partnership that allows us all to be recognized as America's Most Reliable and Most Trusted HVAC Brand. ¹

¹Trane received the highest numerical score in the proprietary Lifestory Research 2021 America's Most Trusted® HVAC Brand study. Your experiences may vary. Visit <https://www.lifestoryresearch.com/2021>

TCS PROGRAM SUPPORT & MICROSITE

To fully support our TCS dealers, we offer access to the customer support inbox (TCSHelp@tranemax.com). Dealers also will have access to the TCS microsite, which is dedicated to providing important information and updates for the 2022 TCS Program. It will serve as a "one-stop-shop" for all your questions and needs, including additional details about the benefits below, next steps, links to the vendor's website, and other resources for ensuring your overall success in the program. The microsite can be accessed by going to *ComfortSite >>> Marketing Center >>> TCS ProgramMicrosite*.

GROWTH BENEFIT OPTIONS:

Dealer selections and options are based upon dealer's commitment.

- **TCS Select** dealers have the option to choose up to **2 benefits**
- **TCS Prime** dealers have the option to choose up to **4 benefits**
- **TCS Premier** dealers have the option to choose up to **6 benefits**



#1: Online Reputation Management and Customer Interaction*

By: [Podium](#)

Podium is a communication and payments platform that uses the simple power of texting and other messaging channels to help local businesses grow their bottom line. It's the easiest and most effective way to get more online reviews, convert more website traffic, collect payments, and send targeted promotions. The platform has grown to include Webchat, Feedback, Teamchat, Campaigns, and Payments—every essential business interaction powered by messaging.



It's Hard To Stop A Trane.®



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- **1 Growth Benefit:** Trane will provide a 1-year license for Podium's Select Plan* for unlimited users at the dealership (~\$4,800 value) for 1 Growth Benefit. Select Plan includes the following features: Reviews, Feedback, Inbox and Payments. Select Plan includes one dealer location (additional fees apply for additional locations).

Or

- **2 Growth Benefits:** Trane will provide a 1-year license for Podium's Advantage plan for unlimited users at the dealership (~\$9,800 value) for 2 Growth Benefits. Podium's Advantage Plan includes the following features: Reviews, Feedback, Inbox Pro, Payments, **Webchat Pro, SMS Campaigns (500 subscribers), and Video Chat.** Advantage Plan includes up to 7 dealer locations (additional fees apply for additional locations). The 12-month period begins when the dealer signs their agreement with Podium.

Dealer will be required to select 1 Podium growth benefit if their Google rating is below 4.6 as of October 15, 2021.

#2: Lead Generation

By: [SearchKings](#)

Boost your incoming service and install opportunities by partnering with an industry leader in digital advertising that can customize a plan specifically for you and your business.

Dealers can direct their funds to any of the programs offered by SearchKings including Google Local Services (GLS), Pay-Per-Click (PPC), Display advertising, Retargeting, YouTube video marketing, Banner ads, Website design with optional eCommerce add-ons and more.

New for 2022: Use your SearchKings credit to help find and hire technicians with targeted Google Recruiting campaigns.

- **1 Growth Benefit:** Trane will provide a \$3,500 credit to your SearchKings account that can be used for digital advertising and any associated management fees.

Or

- **2 Growth Benefits:** Trane will provide a \$6,000 total credit to your SearchKings account that can be used for digital advertising and any associated management fees.

#3: Field Service Management

By: [ServiceTitan](#), [Payzware](#), [Aptora](#), [FieldEdge](#), [ServiceFusion](#), [Jobber](#), [P3](#)

Want to grow revenue or simply run a more profitable business? Transform your business by partnering with a premier Field Service Management (FSM) company that can help you to more efficiently manage customer relationships, scheduling, dispatch, service, sales, marketing, inventory, payroll, agreements, accounting, and more. The final submission date to claim the FSM credit is 12/31/22.

- **1 Growth Benefit:** Trane will provide a \$2,000 credit to help offset the costs of one of the seven Field Service Management (FSM) providers listed above.

Or

- **2 Growth Benefits:** Trane will provide a \$4,000 credit to help offset the costs of one of the seven Field Service Management (FSM) providers listed above.

#4: High-Efficiency SPIFF – Sales Incentive

Effective Period: January 1, 2022 – December 31, 2022

To align with the growing focus on sustainability and to encourage the sale of energy efficient Trane residential equipment, a registered dealer salesperson will



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earn up to \$150* for each qualifying outdoor or indoor unit sold. Supplemental rebates may be available outside of promotional periods.

- Equipment must be purchased using standard pricing from distributor and for retail replacement applications only; Quoted equipment purchases do not qualify
- Homeowner invoice with serial number will be required
- Dealer to submit claim via new claim center
- RSPs have 90 days after sale date to submit claims
- **For each registered individual, funds will be loaded onto a (one) reloadable VISA; owner of card will receive 1099**
- RunTru™, Ameristar and Trane®-Mitsubishi Electric equipment are not eligible for reward
- Spiff sales are subject to availability

*See [2022 TCS Sustainability SPIFF Sales Plan](#) for full details of qualifying equipment and claims process.

#5: Business Accelerator powered by EGIA Contractor University

By: [EGIA Contractor University](#)

Business Accelerator powered by EGIA Contractor University

Expert Guidance for HVAC Business Leaders + Turnkey Training Solutions for Employees

The HVAC industry's most powerful training platform is now available through the Business Accelerator program powered by EGIA Contractor University! Select this program as one of your 2022 growth benefits to unlock:

- The largest online database of training tools and resources (videos, downloadable implementation tools, etc.)
- A comprehensive business evaluation with a customized training roadmap for your company
- Monthly one-on-one business coaching sessions
- 24/7 Ask-the-Experts online Q&A support
- In-depth online & LIVE training classes for your employees (In-Home Sales, Technician Communication, Customer Service, Mindset, Performance & Productivity and more)

With the Business Accelerator program powered by EGIA Contractor University, you will be able to tap into decades worth of knowledge and expertise from some of the HVAC industry's most successful business leaders who have walked in your same shoes and found proven solutions to many of the business challenges that are currently keeping you up at night.

- **Plus Membership (Until the End of 2022)** – Access to All Online On-Demand Training Tools, Monthly One-on-One Coaching, 24/7 Ask the Experts Q&A Support, Business Evaluation & Customized Training Roadmap

Dealer cost as benefit selection: FREE (Standard Rate is \$3,588 annually)

Or

- **Premium Membership (Until the End of 2022)** – All Plus Level Benefits + Free Attendance to all LIVE Training Events (In-Person & Virtual Workshops plus Conferences)

Dealer cost as benefit selection: \$2,000 (Standard Rate is \$5,988 annually)

#6: Consumer Financing – [Year Long Buy-down \(Wells Fargo\)](#)

Effective Period: January 1, 2022 – December 31, 2022

Trane will fund financing for ALL Trane equipment with NO Caps on financed amount.

NO CLAIMS NECESSARY. Current Wells Fargo Price sheet can be found within the Financial Center on ComfortSite.

- TCS Select will receive a 1% rate reduction on all Wells Fargo financing plans
- TCS Prime will receive a 2.5% rate reduction on all Wells Fargo financing plans
- TCS Premier will receive a 3.5% rate reduction on all Wells Fargo financing plans



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#7: Do What's Right

The purpose of this benefit is to support the TCS Dealer with additional flexibility and autonomy to "Do What's Right" for the customer. By choosing this benefit, the dealer will have the ability to replace a specified number of units during the year, to be used in the following situations:

- Warranty Product Exchanges:**
 When a warranty product issue cannot be resolved through the existing "First 90 days Major Failure Exchange" policy or a standard repair. Replacement must take place during warranty period and is limited to *Like-for-Like equipment*, including of Trane/RunTru outdoor splits, packaged units, furnaces and air handler. Ductless product does not qualify. Excludes 3 phase products.
- Charitable Opportunities:**
 When an opportunity exists to serve the local community, a dealer can use this benefit to provide an equipment donation to a charitable organization or person in need. Equipment will be limited to 16 SEER, non-communicating equipment. Excludes 3 phase products.

Below is the allotted number of units per level:

- TCS Select = 1 MBU/Year
- TCS Prime = 3 MBU/Year
- TCS Premier = 5 MBU/Year

Qualifying Equipment for Charitable Opportunities	
Model Family	Product Category
ODUs	4TTR6, 4TWR6, 4TWR5, 4TTR4, 4TWR4, 4TTR3, A4AC3, A4AC4, A4AC6, A4HP4, A4HP6
Package Units	4WCC4, 4YCC4, 4TCC4, 4WHC4, 4TCA4, 4WCA4, 4YCA4
Furnaces	S9B1, S8B1, S9X1, S8X1, S9X2, S8X2, A801X, A951X, POV0
AHUs	TEM6, TEM4, TMM4, TMM5, TEM3, A4AH4, A4AH6

Additional guidelines:

- The benefit cannot be used for personal use or training purposes.
- Equipment claimed through the DWR process CANNOT be resold to homeowner.
- Warranty Product Exchange only: Trane (or IWD Partner) Invoice and Customer Invoice will be required for submission.
- Claims will be submitted and tracked through the MAX portal and may require distributor approval.
- All claims must be submitted within 90 days of Trane invoice date (or IWD Partner invoice date) or by December 1, 2022, whichever comes first.
- This program is subject to availability. No substitutions or upgrades
- 3 phase equipment is excluded from the program

#8: Sales Presentation System: (*NEW FOR 2022*)

By: [Pricebook Digital](#)

PricebookPlus™ is the premier digital sales/sales presentation system for HVAC Comfort Advisors. PricebookPlus™ handles all aspects of the sales process, from lead management to sales presentation/closing to installation support, and it allows you to configure a complete, customized multi-option equipment/systems presentation for homeowners in minutes. A turnkey solution powered by Pricebook DataSource™, our comprehensive industry database for equipment, systems, pricing and more, including everything Trane-related - PricebookPlus™ will take your sales to the next level.

1 Growth Benefit: Dealers Currently Using PricebookPlus - 12 month service subscription (1/1/2022 through 12/31/2022). Retail value \$3300. Includes all Trane, Trane-Mitsubishi, RunTru brands, and 3 user licenses.

1 Growth Benefit: NEW dealers to PricebookPlus - Onboarding and Setup, plus 6 month service subscription. Retail value \$4200. Includes all Trane, Trane-Mitsubishi, RunTru, and 3 user licenses.

2 Growth Benefits: Dealer New to Pricebook Digital - Alternate Selection - Onboarding and Setup, plus 12 month service subscription (or through 12/31/2022) - retail value up to \$5733.





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Notes & Exclusions

- **Third-party accessories and equipment integral to the functioning of Trane, Trane-Mitsubishi, and RunTru systems, such as third-party thermostats/ controls, third-party coils, etc. are included at no additional cost to the dealer.*
- **Equipment brands limited to Trane, Trane-Mitsubishi and RunTru. The addition of a separate major brand of third-party equipment is excluded from the benefit, but may be purchased directly from Pricebook Digital at additional cost. Examples - the addition of a line of geothermal equipment, a line of boilers, etc.*
- **Note that additional user licenses and other add-on products and services may be purchased directly from Pricebook Digital at an additional cost.*

BENEFITS FOR ALL TCS DEALERS

National Consumer Promotion

All TCS dealers will be eligible to participate in specific sales incentives offers throughout the year. These could range from consumer promotions to sweepstakes. Complete information and requirements will be made available throughout the year.

Warranty/Product Exchange – First 90 Days

TCS dealers have the authority to replace outdoor split/package units, furnaces and air handlers when faced with major system leaks, compressor or heat exchanger failures due to manufacturing defects within the first 90 days after installation/startup date.

***RunTru™, Ameristar and Trane®-Mitsubishi Electric equipment are not eligible for this benefit Warranty/Product Exchange Process*

[Warranty/Product Exchange Process](#)

Parts Concession

This program benefit will give dealers the ability to concession a Major Component

Part (as defined below) that is within certain time periods (“Concession Period”) of the registered limited warranty expiring as identified in Section 1.2. below. Trane will concession the Part and the dealer must concession 100% of the labor for the replacement. Contact your local FSR (Field Service Representative) to process.

[Link to the process](#)

Service Management

By: [Dispatch](#)

Dispatch is a communication platform that connects dealers with the homeowner. Dealers utilize Dispatch to disposition leads from the Trane dealer locator. Dispatch also allows dealers to organize leads, book and schedule appointments, dispatch techs and communicate to customers via text (\$3,000 value).

Support for Dispatch: support@dispatch.me

TCS Conferences

As a loyal Trane Dealer, you will be invited to Trane’s TCS Conference, as CDC/OSHA guidelines and recommendations permit. When invitations are sent, availability will be limited and on a first-come first-serve basis. Dealer will be responsible for flight and incidentals outside of group meals and activities.

- TCS Premier dealers will be allowed 2 attendees (with a guest for each)
- TCS Prime dealers will be allowed 1 attendee (with a guest)
- TCS Select dealers will be allowed 1 attendee (with a guest)

Trane Social Club

For 2022, Trane Comfort Specialist™ dealers can join the Trane Social Club. TCS Dealers can build their social media presence and gain access to specially curated, Trane branded, social media posts. This content can be customized and shared to dealers’ social media accounts. Additional details can be found on the Elite Dealer Program microsite.

Local Presence Management

DAC Group’s [Local Presence Management](#) will optimize online listings by uploading dealer’s business information to core databases that distribute business listings.



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This benefit also allows access to [TransparenSEE](#), to access online reviews across numerous review sites all in one location.

Note: In order to receive this benefit, you must provide Google My Business Access to DAC Group so your location appears in search results, and your Google reviews and rating appear on the Dealer Locator. See [this document](#) for instructions. Support for LPM: trane@dacgroup.com

Vehicle/Fleet Discounts

TCS Dealers have access to vehicle discounts through exclusive purchasing programs have been established with **Chrysler, GM, Ford, and Nissan**. Plans and associated discounts can be found on the TCS Program microsite.

***Discounts are subject to change based on the discretion of our fleet partners based on inventory and supply chain disruption.*

Employee Retention – Business Administration and Company Benefits **(*NEW FOR 2022*)**

By: [Insperity](#)

As a valued TCS dealer, receive an exclusive discounted rate to Insperity, one of the largest providers of resources for small businesses. Insperity is one of the largest providers of resources for small businesses. They bring a strategic combination of administrative relief, best in class benefits through United Healthcare, and subject matter experts to help you stem the flow of good talent.

Qualifying TCS dealers that connect directly through the program will get a minimum of 17% off Insperity service fees. Dealers must click the link through the TCS microsite or email TCS@Insperity.com to activate these offers.

- Medical benefits (grouped with 10,000 other small businesses to maximize savings and long-term cost protection)
- 401K administration
- Workers Comp insurance & administration
- Employee development & leadership training
- Organizational strategy & succession planning
- Safety and compliance training & administration
- Payroll and tax administration
- Recruiting & background checks
- HR expertise & administration

Discounts on Quickbooks and HR Basic

By: [Baytek Business Mgmt Software Solutions](#)

Baytek is a Home Services technology reseller, specializing in the sale of leading business management software solutions, QuickBooks, HR Basic and other back office services.

QuickBooks is the #1 accounting software solution designed for small and medium sized businesses. Organize and manage your business to track expenses, send invoices and process payments. As an Elite QuickBooks Solution Provider, Baytek provides Trane dealers with special VIP pricing, up to 50% off of Intuit's suggested retail prices. To receive a custom price quote for the QuickBooks products and services that are right for your business, visit baytek.com/trane-qb and one of our Baytek representatives will be in touch.

HR Basic is an affordable, on-demand HR manager service for any HVAC dealer that does not have a professionally trained HR manager on staff. On a monthly basis, you will receive unlimited access to SHRM-certified HR professionals, 3 free background checks and much more!

HR Basic helps you maintain peace of mind and mitigate risks, all for just \$50/monthly or \$540/annual subscription (\$60 savings versus monthly plan). To order HR Basic, visit baytek.com/trane-hr



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Exclusive Mobile Device & Service Discounts

By: [Verizon Wireless](#)

Verizon Wireless can provide your business greater access to more innovative technology solutions, which utilize the same great devices they offer you today. Solutions like One Talk gives your business a mobile-first, cloud-based phone system that unifies and streamlines communications across your distributed locations. Let Verizon help you transform your business processes, control costs, improve collaboration and deliver a powerful customer experience!

More details and sign up available within the TCS Program microsite.

e-Learning access

By: [Trane Learning Resources](#)

Through the eLearning website, you have the ability to subscribe to thousands of courses from SkillSoft that are not industry specific. These courses can help with computer skills, business skills, customer service skills and others.

Support for Learning Resources: learningresources@trane.com

DEALER COMMITMENT:

TCS – Premier

- 10% Growth Commitment
- Trane exclusive as determined at Trane's sole discretion
- 4.8 Star Google Star Rating
- 30 New Google Reviews during 2022

TCS – Prime

- 10% Growth Commitment
- Commitment to exclusively advertising Trane (and no other HVAC Brand)
- 4.7 Star Google Star Rating
- 30 New Google Reviews during 2022

TCS – Select

- 10% Growth Commitment
- 51% Share of Wallet (% of your industry purchases that are Trane)
- 4.6 Star Google Star Rating
- 30 New Google Reviews during 2022

DEALER INVESTMENT:

2022 Trane Comfort Specialist™ Program national fee:

- Premier - \$15,000 USD (includes selection of up to 6 growth benefits)
- Prime - \$10,000 USD (includes selection of up to 4 growth benefits)
- Select - \$5,000 USD (includes selection of up to 2 growth benefits)



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Dealer Enrollment and Administration:

In Q4 of 2021, the dealer portal on MAX will be open for distributors to select the dealers that qualify for the TCS Program. When dealers have been selected, they will receive an email invitation to opt into the program, determine their investment level and choose their program benefits options.

1. Dealers that enroll in the program will be invoiced quarterly in four equal installments starting in early Q1
2. New enrollments will NOT be prorated, the dealer will be required to pay the full fee, regardless of their time in the program.
3. Requests to change benefits must be made within 30 days of enrollment, however, once value of a benefit has been received/ funded, dealers will be unable to remove it. Requests should be submitted using the Enrollment Portal within MAX.
4. Dealers will be allowed to upgrade their TCS level one time during the year, however it must be requested before June 30th; requested downgrades must take place within the first 30 days of enrolling in the program.
5. Except as provided in the Program Satisfaction Guarantee below, all TCS fees are non-refundable and not eligible for co-op. The TCS Program is an annual Program, and partial refunds will not be issued to dealers who leave the Program early. TCS Dealers who select Podium will be liable for the cost of the remainder of the year.
6. The distributor will regularly (at least quarterly) review if the TCS Dealer meets minimum requirements as outline above. If dealer falls below program requirements, Account Manager will implement development plan and schedule to improve dealer results for the following quarter.
7. To be eligible for the 2022 TCS Program, TCS dealers must have a signed 2022 Dealer Sales Agreement or other current, active and signed dealer agreement on file with the distributor, and meet the program guidelines.

[Program Satisfaction Guarantee](#)



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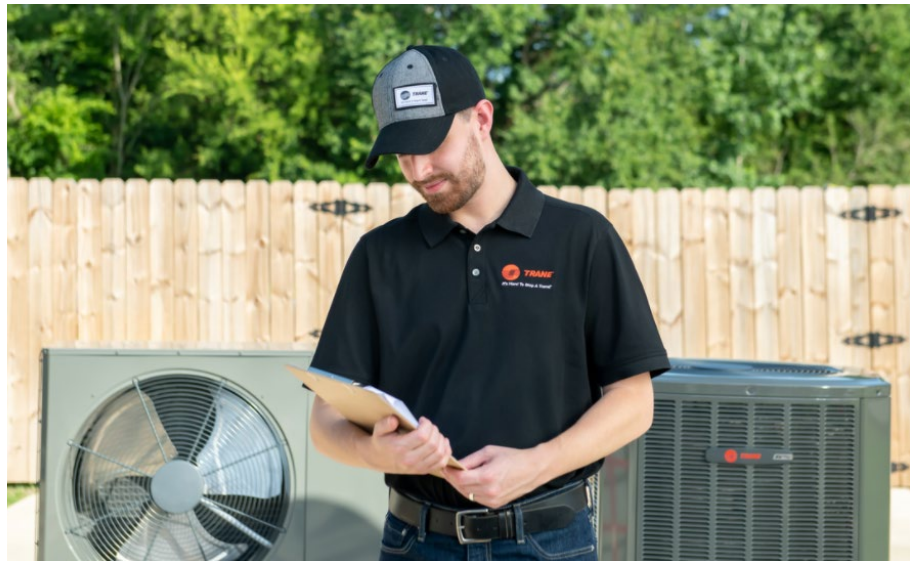
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Distributor Administration Notes:

- Distribute local Sales Plan
 - » The legal page of this document must be included in all local plans, along with the Regulatory and Disclaimer Information above.
 - » Edit local contact information/etc. as required.
- The electronic Terms and Conditions contain all legal requirements and content of the traditional Dealer Participation Agreement. Distributors, at their discretion, may choose to collect and retain a signed Dealer Participation Agreement.
- Agree to assist Trane in any/all audits of claims.
 - » Upon termination/expiration of a Dealer Agreement, funds will be forfeited. Trane reserves the right to suspend a Dealer from participation in the program, or to terminate any Dealer's participation in the program, including but not limited to, the following circumstances: The Dealer violates the rules of the program; A Dealer engages in conduct that is deceptive or fraudulent, or not in compliance with any federal or state law or regulation; or the Dealer violates the terms of the Dealer Agreement. Trane's decision shall be final in all matters relating to the interpretation of program rules and guidelines. In such cases, Trane also reserves the right to require forfeiture of Trane funds and debit applicable accounts and/or invoice the Dealer directly.
- Dealer Participation Agreements must be managed locally. The electronic Terms and Conditions, accepted by the homeowner during the claim, contain all legal requirements.





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LEGAL REQUIREMENTS:

THIS DOCUMENT CONTAINS CONFIDENTIAL, PROPRIETARY OR TRADE SECRET INFORMATION OF TRANE U.S., INC. IT MAY NOT BE DISCLOSED TO ANY THIRD PARTY WITHOUT PRIOR WRITTEN CONSENT FROM TRANE U.S., INC. OR ITS AFFILIATES. DISTRIBUTOR/DEALER MAY BE LIABLE FOR ANY UNAUTHORIZED DISTRIBUTION.

The information provided herein is considered confidential and proprietary information of Trane U.S., Inc., and its affiliates ("Trane"). It is provided for the sole purpose of permitting the recipient to promote Trane products and services. Recipient agrees to maintain the confidentiality of all proprietary, trade secret information, including confidential pricing data provided in this document. The Recipient hereby agrees that it will not at any time disclose this confidential information or material, in whole or in part, to any person or entity for any reason or purpose whatsoever, unless Trane gives its consent, in writing, to such disclosure, except as required by law. The agreement to maintain the confidentiality of this information extends to any employees, pre or future, involved in the work desired and who will have access to the information. These employees will hold the information in confidence in accordance with this agreement and use the information only in the performance of their employment. Recipient agrees to review this agreement and its terms with employees and will obtain their agreement with the terms of this agreement before providing them with any Trane confidential information. Amendments, Modifications, or Exceptions

Trane reserves the right to amend, modify, or cancel the program, or any portion at any time. Amendments are not effective unless they are published by Trane in formal Guidelines or are signed by an authorized Trane representative. Any exceptions to the program guidelines must be approved in writing by an authorized Trane representative.

No Other Obligation

Trane shall have no fiduciary duties or other special duties of any kind to any distributor/dealer under the program other than as expressly set forth in these guidelines.

Legal Liability

By participating in this program, each participating distributor/dealer warrants that its marketing programs and initiatives are in compliance with all antitrust pricing laws and federal/state/local regulations. Trane does not undertake any legal responsibility for the local management and execution of their marketing programs.

Document Retention

It is the distributors/dealers responsibility to maintain copies of supporting documentation and claim reimbursement paperwork for a minimum of 24 months after reimbursement. Prior to implementing any change in your record retention policies, please consult with your accountant and attorney to determine whether you need to retain these records for other business or legal purposes.

Claims Auditing

All reimbursements under the program are subject to audit. If reimbursement is received on any claim that is later determined to be ineligible, the distributors/dealers account will be either be debited or invoiced in the amount of the ineligible claim plus reasonable and customary expenses incurred for conducting the audit.

Program Violation

Violation of these guidelines may result in termination of the applicable Distributor Agreement or Dealer Sales Agreement or any portion thereof, including but not limited to an immediate revocation of any and all rights to use or display Trane intellectual property (logo's, trademarks, creative).

Financial Status

Eligibility for program and reimbursements are contingent upon Distributor/Dealer having an executing Distributor Agreement or Dealer Sales Agreement on file and their account being active and in good standing/current as determined solely by Trane.

Privacy Policy Disclosure Statement

As part of this program and within Trane's sole discretion, Trane collects various information to support its development and delivery of quality products, services, and programs to its consumers. In order to ensure that Trane programs are provided and that proper quality in service is achieved, Trane may from time to time directly contact homeowners who purchase Trane products or services to survey customer satisfaction, to evaluate homeowner's reactions to an interest in Trane products and services, and to conduct research activities. These surveys are a result of such things as independent dealer programs, product registrations, extended warranties, etc. and may be provided to you for the homeowner's future purchase of Trane products and services. Any information received or obtained by Trane will be held in accordance with Trane's privacy policy, which may be obtained at www.trane.com. Trane may from time to time also directly contact homeowners when requested by the homeowner, when required by contract or law, or when a registered homeowner has not received all available coverage for its Trane products.

Termination

This sales plan is subject to termination or modification at any time by Trane.





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INDEPENDENT DEALER – AGREEMENT AND ENDORSEMENT

This Trane Comfort Specialist™ Agreement ("Agreement") is made and entered into by and between Trane U.S. Inc. (hereinafter referred to as "Trane") and you as a dealer of Trane and/or RunTru products (hereinafter referred to as "Dealer"). This Agreement sets forth the terms, conditions and expectations, under which the Dealer will be permitted on a non-exclusive basis to purchase, sell, apply, install and service certain products associated with the Trane and/or RunTru brands and sold by Trane to the Dealer ("Products"). NOW THEREFORE, in consideration of the foregoing and of the mutual promises herein contained, the parties hereto agree as follows statement of facts:

Dealership Size (Total gross revenue of the business): \$ _____
Purchases Volume of All HVAC Equipment & Parts \$ _____
Purchases of Trane* Branded Equipment and/or Parts \$ _____
Dealer Selected Status Level (TCS Select, TCS Prime or TCS Premier) _____

- Dealer Agrees for TCS Select Status they must purchase 51%+ Share of Wallet in 2022
• Dealer Agrees for TCS Prime Status to not promote another manufacturer of HVAC products
• Dealer Agrees for TCS Premier Status to maintain exclusivity as determined solely by the below mentioned Distributor or Regional Sales Office
• Dealer Agrees TCS Fee will be non-refundable and billed in full upon termination by either party
• Dealer Agreement must remain in full force and effect throughout the program
• Dealer agrees it will provide access to Trane customer data that is received, processed and/or stored on behalf of Dealer by third party vendors, including, but not limited to, field service management providers, lead generation companies, and reputation management platforms pursuant to Dealers Privacy Policy and in compliance with applicable data privacy regulations. Trane will use this data for the sole purposes of improving Trane's programs and services, and in compliance with its Privacy Policy (https://www.tranetechnologies.com/en/index/privacy-policy.html)

IN WITNESS WHEREOF, the Dealer has caused this Agreement to be electronically signed by its authorized representative.

Dealer Name _____

Address _____

Signature _____

Print Name _____

Trane Account No. / TCS Number (Renewal Only) _____

Date _____

IN WITNESS WHEREOF, the Distributor or Company Owned office has caused this Agreement to be electronically signed by its authorized representative.

Distributor / Regional OFFICE Name _____

Signature _____

Print Name _____

Title _____

Date _____

Status Awarded for above mentioned Dealer _____



*Trane Branded includes Trane, RunTru, Ameristar, Service First, Nexia and any other brand of HVAC products owned by Trane U.S. Inc.