

DEALER SALESPERSON	
Account Code	
Name	
NP Order # <i>[1 per form]</i>	
PO #	Date

FOR INTERNAL USE ONLY	
A/P	A/R
O #	DATE
INV #	AMT
INV PD	Date PD
SPIFF AMT	Entered

Must have W9 on file with Neutral Posture.

Send completed form, filed out in it's entirety, to spiff@neutralposture.com or fax to 979.778.0408.

Qty #	Product	SPIFF \$ (per item)
Total SPIFF		

SPIFF Guidelines

Availability

- SPIFF offered only to Gold Level Neutral Posture dealers with a minimum net sales of \$50K over the last 12 months.
- SPIFFs are not available on any GSA or State contracts or any BPA.
- SPIFFs will only be paid on standard "everyday" pricing, not on project or special pricing.
- If you have questions about the SPIFF form, contact Neutral Posture Sales Support (customerservice@neutralposture.com).

Process

- Dealer sales reps must initially register for SPIFFs and provide NP with a W-9. Once registered, you will receive a personalized account code. This account code must be entered on every SPIFF form submitted.
- SPIFF forms must be filled out in their entirety. Failure to do so will result in it being rejected.
- SPIFF forms must be submitted at the time of the order. A SPIFF form can no longer be submitted once an order has been shipped or invoiced.
- A separate SPIFF form must be submitted for each order.
- A PO with "SPIFF to:" will no longer be accepted.

Payments

- Invoice must be paid, and account status must be current for checks to be released.
- Payments occur quarterly only if the accumulated total is over \$100.
- If the accumulated total never reaches the \$100 minimum for the entire year, all SPIFFs will be forfeited for that year and reset to \$0 for the following year.

Seating

\$20 per

- 1000 Series (NPS)
- 5000 Series (NPS)
- 6000 Series (NPS)
- 8000 Series (NPS)
- Big & Tall Series (BTC)
- XSM™ Extra Small (XSM)

\$10 per

- AbChair™ (ABC)
- Balance™ (BAL)
- Cozi™ (COZ)
- Cozi™ Stool (COZ)
- Cozi™ 24/7 (COZ)
- E-Series™ (ES)

- Embrace™ (EMB)
- Icon™ (ICON)
- Knomi (KNO)
- Ulius (ULU)
- NV™ (NV)
- Renati™ (REN)

\$5 per

- Right Chair™ (RCT)
- Right Chair™ Stool (RCT)
- U4ia™ (U4ia)
- U4ia™ Stool (U4ia)

- Adapta™ Stool (ADS)
- Cozi™ Guest (COG)
- Embrace Guest™ (EMC)
- Facet™ (FAC)
- Geo™ (GEO)
- Graphite™ (NCU)

- NV™ Guest (NVG)
- Right Chair™ Guest (RCG)
- Stratus™ Upholstered (NBF)
- Stratus™ Urethane (NBU)
- U4ia™ Guest (U4iaG)
- Ulius Guest (ULG)