



## **It Pays to Become a Participating Distributor**

# What is Contractor PRO?

**Contractor PRO is a program for contractors to earn rebate points on every qualifying Honeywell purchase.** Those points can be redeemed for market-leading products, marketing materials, training, merchandise and more. But that's only the beginning, with Contractor PRO, they'll enjoy a variety of ways to add more profit to their business, such as:

**Exclusive Technical Support Line | Online Homeowner Leads | Personal Use Discounts  
Special Offers | Regular Account Updates | Training Support | More**

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## What's in it for you?

**It Pays to Participate.** Not only will the Contractor PRO program motivate contractors to buy more from you, but encouraging them to redeem their earned rebate points for products will drive them back to your branch. In addition, Contractor PRO offers considerable benefits to help you grow your business:

### Customer Loyalty



When asked why they do business with their distributor(s) of choice in annual surveys, contractors repeatedly say "my distributor reports my Contractor PRO points for me."

### Continued Opportunities



While other programs restrict contractors to redemptions for co-op or luxury merchandise, Contractor PRO is the only loyalty program of its kind that drives business back to **you** by letting contractors use their points for product. It's just another way that Honeywell says, "Your business counts."

### Easier Than Ever



The new [contractorpro.com](http://contractorpro.com) website makes it easier than ever for distributors to submit invoices to Honeywell on behalf of contractors.

### Regular Communications



Participating distributors receive regular updates on Contractor PRO promotions.

### Sales-Closing Tools



The new [contractorpro.com](http://contractorpro.com) website allows distributors to track their contractors' Contractor PRO points enabling territory managers to encourage contractors to use their points to buy more products from them. They can also identify opportunities for growth through reports on how a contractor's

### In-Store Merchandising



When you register on [contractorpro.com](http://contractorpro.com) as a participating distributor, you'll receive a free in-store merchandising kit to let your customers know they can earn Contractor PRO points through you.

Honeywell purchases have trended over time, and add more sales opportunities by reminding contractors when points are about to expire.



**It's easier than ever for you to make your business count** when you sign up as a participating distributor on the Contractor PRO website. It only takes **four easy steps** to gain the valuable tools that [contractorpro.com](http://contractorpro.com) has to offer you and your staff.

**1. JOIN** – To become a participating distributor, **simply signup for FREE** at [contractorpro.com](http://contractorpro.com)

**2. SUBMIT** – Once you're signed up, you can begin submitting invoice reports online on behalf of your contractors to help them earn Contractor PRO points. Simply follow the reporting template provided online, and upload reports monthly.

**3. REDEEM** – As contractors begin earning and redeeming their points for product certificates, they'll be coming to **you** to purchase more Honeywell product. It's quick and easy to claim your certificate reimbursement credit online. (See back for details).

**4. CONNECT** – Provide value to your contractors by connecting with them online. You can help them manage their account status and points through the "My Contractors" screen of the Contractor PRO site.



*Join*



*Submit*



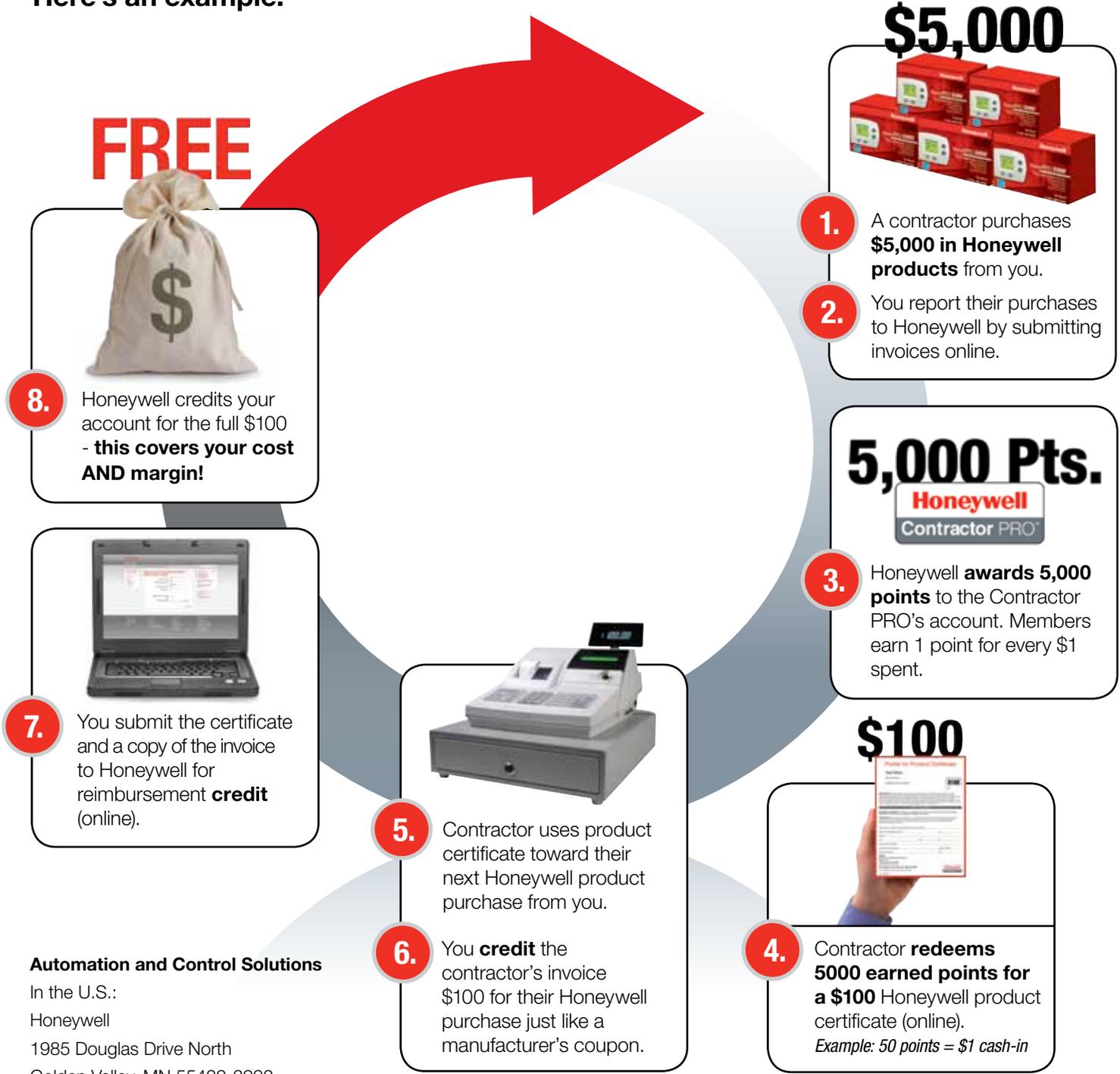
*Redeem*



*Connect*

[www.contractorpro.com](http://www.contractorpro.com)

From purchase to redemption to another purchase, the Contractor PRO program creates ongoing business growth for participating distributors. Here's an example:



**Automation and Control Solutions**

In the U.S.:  
 Honeywell  
 1985 Douglas Drive North  
 Golden Valley, MN 55422-3992

In Canada:  
 Honeywell Limited  
 35 Dynamic Drive  
 Toronto, Ontario M1V 4Z9

In Latin America:  
 Honeywell  
 9315 N.W. 112<sup>th</sup> Avenue  
 Miami, FL 33178  
 www.honeywell.com

