

# FMC

# TRUE CHAMPIONS

FMC's True Champions program recognizes end users in our industry by offering exclusive purchase rewards, solution assurances, and industry commitment initiatives.

Enrollment is one-time and begins May 1 at [www.FMCTrueChampions.com](http://www.FMCTrueChampions.com).

**Enroll by July 4<sup>th</sup>:**

- ✓ Purchases since Jan 1 banked
- ✓ Start with Gold rebate status

Here's how the program works:

## Purchase Rewards

**Earn rebate checks based on your purchases of select FMC Professional Solutions products!**

- Qualifying is easy: just achieve \$100 in rebates **per program year**
- Up to 2 checks per program year, with opportunities for up to 2x multipliers
- No scans, no forms, no complications – purchases and rebates are automatically tracked, calculated, and paid via check

### Program Calendar:

- Two Rebate Periods per Program Year:
  - Rebate Period 1: October – March
  - Rebate Period 2: April – September

Program Year											
Rebate Period 1						Rebate Period 2					
(Checks mailed on or about May 31 of that calendar year)						(Checks mailed on or about November 30 of that calendar year)					
Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
Earn Rebates						Earn Rebates					

### Enrollment Bonus Offer – **if enrolled by July 4<sup>th</sup>:**

- All eligible purchases from January 1, 2019 and onwards will be included in Rebate Period 2
- Automatic Gold-Tier status (1.5x multiplier) for the 2019 program period

## Solution Assurances

**We stand behind our products *and* our end users: enrollees can participate in programs that provide an extra level of support when using FMC products.**

- For example, FMC's Mosquito Promise™ program...with more added all the time

## Industry Commitment

For years, FMC has been committed to our customers and our industry. Through your support of FMC, we are an NPMA Strategic Partner as well as sponsors of Legislative Day, RISE, PestVets, and many more.

Now we are taking that to the next level with increased investments and more resources for your business:

- A portion of all product sales will be donated to PestVets and other veterans' causes
- Member-exclusive assets to support and grow your business (marketing materials, technical resources, and promotional offers)

## Eligible Products & Rebate Tiers

- For each unit purchased, the associated base rebate amount is earned
- A purchaser is eligible for a rebate check once \$100 rebates are earned, and as rebates increase over \$100, the total rebate amount is multiplied based on the achieved rebate tier
- Meeting the \$100 rebate minimum will trigger a payment at the end of the current Rebate Period
- If a payment was not triggered, rebates earned in a Program Year will be carried over between Rebate Period 1 and Rebate Period 2, but not between Program Years

Product Name	Base Rebate per Unit
D-Force™ Insecticide 14 oz. can	\$0.35
EndZone™ Insecticide Sticker 1 env.	\$1.30
Talstar® PL Granular Insecticide 25 lb. bag	\$0.70
Talstar® Professional Insecticide 3/4 gal	\$1.00
Talstar® Professional Insecticide 1 gal	\$1.25
Talstar® Professional Insecticide 1 quart	\$0.85
Talstar® Professional Insecticide 1 pint	\$0.75
Talstar® XTRA Verge™ Granular 25 lb. bag	\$1.00
Transport® Mikron Insecticide 1 quart	\$2.00
CB-80® Insecticide 17 oz. can	\$0.60
Dragnet™ SFR Term-Ins 1.25 gal	\$1.00
Dragnet™ SFR Term-Ins 1 quart	\$0.75
Totality™ Wood Treatment 1 quart	\$8.75

**Total Base Rebate**



Multiplier	Total Base Rebate	Rebate Tier
1.0	\$100	Base
1.25	\$150	Silver
1.5	\$300	Gold
1.75	\$750	Platinum
2.0	\$1,400	Diamond

### Program Details

- To qualify, the participating end-user purchase must meet the minimum purchase requirements outlined in the program.
- Product must be purchased through an authorized FMC Distributor or Agent within the Program Year.
- All sales are final and FMC does not accept returns.
- Rebates will be issued based upon reported sales from the FMC authorized Distributor or Agent. Copies of invoices may be requested to verify actual product purchases if FMC cannot verify the purchase through electronic data received directly from the FMC authorized Distributor or Agent. Rebate amounts displayed by the online calculator tool are estimates only. Final payment amount will be confirmed to the enrollee prior to a check being issued.
- This program applies only to qualified end-user professionals. FMC reserves the right to evaluate the eligibility of all enrollees on a case-by-case basis.
- Enrollment is voluntary and requires a confirmation response from the enrollee to receive any rebate payments.
- Rebate payments will only be paid in the form of a check and only to the entity/addressee as filled out in the enrollment form and confirmed via validation.
- Qualified and confirmed enrollees will receive a rebate on the total units purchased during the specified time period. Unless explicitly allowed by FMC, the True Champions program cannot be combined with any other FMC rebate programs being offered.
- Sales between multiple end users cannot be combined to earn higher rebates.
- Rebates will be calculated based on the rebate structure documented in the table above. FMC program administration will be responsible for completing final calculations. All decisions will be final.
- Taxes on earnings are the responsibility of the program participant.

FMC reserves the right to change any or all features associated with this announcement at any time. This form is not a contract.



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