

Dealer Salesperson

Name		
Mail Check To		
City	State	Zip
Phone		
Email		

Dealership
NP Sales Rep

Must have W9 on file with Neutral Posture.

Send completed form to spiff@neutralposture.com
or fax to 979.778.0408.

Qty #	Product	NP Order #	PO #	SPIFF \$	For Accounting Use Only	
					Invoice	Order Date
Total						

SPIFF Guidelines

DOUBLE SPIFF

GOLD DEALERS AND HIGHER RECEIVE DOUBLE SPIFF

- SPIFF offered to authorized Neutral Posture dealers.
- Invoice must be paid and account status must be current for checks to be released.
- Payment occurs when accumulated totals reach \$50, or the balance in account at year end (whichever comes first).
- If you have questions about the SPIFF form contact Neutral Posture Sales Support (customerservice@neutralposture.com).

- SPIFFs are not available on the following contracts: State of AL, FL, GA, MS, NC (available on Equity only), NY and any BPA.
- SPIFFs will only be paid on standard "everyday" pricing, not on project or special pricing.
- Dealer sales reps must initially register for their SPIFFs and provide NP with a W-9. Once registered, the dealer sales rep need only place the word "SPIFF" and their name on the PO from their dealership to receive their SPIFF.

- If the dealership does not allow the rep to add the word "SPIFF" and the dealer sales rep's name on the dealer PO, the dealer sales rep must submit a SPIFF claim form on each and every order.
- SPIFFs should be claimed at the time of order. Once an order has been shipped or invoiced, a SPIFF cannot be claimed retroactively.

Seating

\$10 per

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

\$5 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)
- Right Chair™ (RCT)
- Right Chair™ Stool (RCT)
- U4ia™ (U4ia)
- U4ia™ Stool (U4ia)

\$2.50 per

- 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)

Systems

1% of NET order

- Equity

0.05% of NET order

- Equity (GSA sales – Authorized & Silver Dealers)

Accessories

\$2.50 per

- Keyboard Arms
- Keyboard Trays
- Easy Combos
- Monitor Arms
- Monitor Attachments
- CPU Holders
- StandUp
- StandUp A1
- StandUp X1
- Forearm Supports