

# 2023 YEAR-ROUND FINANCING PROMOTION



MITSUBISHI ELECTRIC TRANE HVAC US



Mitsubishi Electric Trane HVAC US and Synchrony are pleased to offer a year-round promotional buydown to our contractors available on sales funded January 1 to December 31, 2023.

## EXCLUSIVE PROMOTION

Financed sales containing **ONLY** Mitsubishi Electric branded equipment including Trane®/Mitsubishi Electric, American Standard®/Mitsubishi Electric or Mitsubishi Electric are eligible for dealer fee rebates at the rates indicated during the promotional period.

Call your Synchrony Sales Representative at 1-877-891-9803 to learn more!

### Buydowns available on 30+ consumer promotions.

Now is a good time to review your promotion selections and current Mitsubishi Home Design contractor rates in the Business Center merchant portal. Login at [bc.syf.com](https://bc.syf.com) > Administration > Manage Promotions. Rates and available promotions subject to change.

\*See page 2 for Exclusive Promotion Details.

ELITE CONTRACTORS  
UP TO

**6%**  
**BUYDOWN**  
ON FINANCED SALES\*

PREFERRED  
CONTRACTORS  
UP TO

**4%**  
**BUYDOWN**  
ON FINANCED SALES\*

# Exclusive Promotion Details



- The promotional buydown rates apply only to financed sales which meet Exclusive Promotion guidelines for sales funded with Synchrony on a Mitsubishi-Home Design program merchant number within the promotional period and claimed via the product registration process at [registermehvac.com](http://registermehvac.com) within 30 days of funding.
- This financing offer is exclusively for Mitsubishi Electric Trane HVAC US (METUS) branded and co-branded equipment, including Trane®/Mitsubishi Electric, American Standard®/Mitsubishi Electric or Mitsubishi Electric products installed in residential single-family homes. Standard installation supplies and materials as well as IAQ products that are not available for purchase from METUS qualify as long as METUS branded and co-branded products make up the bulk of the financed amount. HVAC equipment brands that compete with METUS branded and co-branded equipment do not qualify for this financing offer. Split tickets also do not qualify for the promotional financing dealer rebates.
- **All sales must fund and post to the cardholder's account during the promotional period of January 1, 2023 to December 31, 2023.** Funded sales received before or after are not eligible for this financing promotion. It is the contractor's responsibility to manage sale to install lead times.
- **Participating contractors must complete the product registration and claim submission process in the [Mitsubishi Electric Contractor Portal](#) or at [registermehvac.com](http://registermehvac.com), including all required fields and paperwork, within 30 days of funding to be eligible for the promotional dealer fee rebates.**
- The following steps are required to submit a claim: **(1)** complete all required fields within the product registration process including all eligible product serial numbers within the financed sale, the 16-digit Synchrony cardholder account number and the 16-digit Synchrony merchant number; **(2)** submit a copy of the final invoice billed to customer to complete product registration. Best practice is for dealers to have the information available for claims entry. If you do not have the Synchrony cardholder account number when entering a claim, please follow these steps:
  - In Synchrony Business Center as an Admin, go to Sales Tools > Lookup Account Information > select Program Name > enter Name & Phone Number utilized for the Synchrony financing application.
  - If you are having issues finding the cardholder number in Business Center, please call Synchrony Merchant Services at **888-222-2176** > select option 2 > select option 2 again.
- The rebate amount is determined by the total financed amount listed on the Synchrony sales slip and your Residential Program Contractor status at the time of funding. Additional documentation may be required by METUS as part of the promotional rebate claim validation process.
- Residential Program Contractors must be enrolled with Synchrony and fund on their Mitsubishi-Home Design program merchant number to take advantage of this financing promotion.
- Rebate claims submitted and approved are paid directly to the contractor by Synchrony Bank via ACH within 30 days after each month end. In order to receive the promotional rebates set forth above, your merchant account must be open and your company in good standing with Synchrony at the time of the rebate payment.
- METUS and Synchrony Bank reserve the right to change or discontinue this financing promotion at any time without notification.

**Contact your Synchrony sales representative at 1-877-891-9803  
to learn more and discuss your promotional options.**

# Home Specialty Rates

## Promotion Selection Sheet

Merchant fees listed below are available to contractors funding sales on a Mitsubishi Home Design HVAC program Synchrony Merchant Number.

Promotional Selection: In addition to the Month Deferred Interest with Payment promotion, merchants may select up to five additional promotions. **Effective Date: 02/01/2023**



	Plan	Promotional Offer	Monthly Payment Factor	Est. # Payments	Standard Merchant Fee	Preferred Contractor Net Cost with up to 4% Rebate	Elite Contractor Net Cost with up to 6% Rebate
Deferred Interest	920	No Monthly Interest if Paid in Full within 6 Months	2.50%	N/A	4.00%	0.00%	0.00%
	921	No Monthly Interest if Paid in Full within 9 Months	2.50%	N/A	5.85%	1.85%	0.00%
	922	No Monthly Interest if Paid in Full within 12 Months	2.50%	N/A	6.60%	2.60%	0.60%
	923	No Monthly Interest if Paid in Full within 15 Months	2.50%	N/A	7.05%	3.05%	1.05%
	924	No Monthly Interest if Paid in Full within 18 Months	2.50%	N/A	7.35%	3.35%	1.35%
	925	No Monthly Interest if Paid in Full within 24 Months	2.50%	N/A	10.50%	6.50%	4.50%
Fixed Payment	940	3.99% APR Until Paid in Full	1.25%	94	21.50%	17.50%	15.50%
	941	5.99% APR Until Paid in Full	1.25%	102	15.35%	11.35%	9.35%
	942	7.99% APR Until Paid in Full	1.25%	115	10.50%	6.50%	4.50%
	943	9.99% APR Until Paid in Full	1.25%	132	7.35%	3.35%	1.35%
	950	5.99% APR Until Paid in Full	1.50%	82	14.00%	10.00%	8.00%
	951	7.99% APR Until Paid in Full	1.50%	88	9.60%	5.60%	3.60%
	952	9.99% APR Until Paid in Full	1.50%	98	7.00%	3.00%	1.00%
	960	3.99% APR Until Paid in Full	1.75%	64	15.00%	11.00%	9.00%
	961	5.99% APR Until Paid in Full	1.75%	68	12.25%	8.25%	6.25%
	962	7.99% APR Until Paid in Full	1.75%	73	8.50%	4.50%	2.50%
	963	9.99% APR Until Paid in Full	1.75%	78	6.60%	2.60%	0.60%
	964	10.99% APR Until Paid in Full	1.75%	82	3.50%	0.00%	0.00%
	965	11.99% APR Until Paid in Full	1.75%	86	2.50%	0.00%	0.00%
	970	5.99% APR Until Paid in Full	2.00%	58	10.50%	6.50%	4.50%
	971	7.99% APR Until Paid in Full	2.00%	61	7.35%	3.35%	1.35%
	972	9.99% APR Until Paid in Full	2.00%	65	6.40%	2.40%	0.40%
	980	5.99% APR Until Paid in Full	3.00%	37	7.35%	3.35%	1.35%
	981	7.99% APR Until Paid in Full	3.00%	38	6.60%	2.60%	0.60%
982	9.99% APR Until Paid in Full	3.00%	40	5.75%	1.75%	0.00%	
990	5.99% APR Until Paid in Full	4.00%	27	6.60%	2.60%	0.60%	
991	7.99% APR Until Paid in Full	4.00%	28	6.35%	2.35%	0.35%	
992	9.99% APR Until Paid in Full	4.00%	28	4.85%	0.85%	0.00%	
Equal Monthly Payments	930	25 Months No Monthly Interest Until Paid in Full	4.00%	25	10.50%	6.50%	4.50%
	931	36 Months No Monthly Interest Until Paid in Full	2.78%	36	15.35%	11.35%	9.35%
	932	48 Months No Monthly Interest Until Paid in Full	2.08%	48	17.10%	13.10%	11.10%
	933	60 Months No Monthly Interest Until Paid in Full	1.67%	60	19.60%	15.60%	13.60%
	934	72 Months No Monthly Interest Until Paid in Full	1.39%	72	23.10%	19.10%	17.10%

### Terms and Conditions:

**Promotional Updates:** Merchants may change promotions at any time by logging into Business Center at: [bc.syf.com](http://bc.syf.com)

**Activation Fee:** Customers will be charged a one-time fee of \$29 on their initial purchase. This does not apply to future purchases.

**Split Tickets:** Split tickets between multiple Synchrony Bank credit card programs and/or other lenders are not allowed.

**Dealer Terms:** There may be a minimum volume required on your program. Please ask your sales representative if one applies.

**Note:** Merchant fees and available promotions subject to change. Synchrony® reserves the right to restrict available promotions by merchant.

### Contact Us:

**Inside Sales: 1-877-891-9803**

Enroll in Transact  
Promotional Questions  
Training Requests

**Merchant Services: 1-888-222-2176**  
Cardholder Account Lookup  
Process an Application  
Request an Authorization

6 Month Deferred Interest with Payment promotion is required for all merchants (Gray)

Deferred Interest	(Green)
Fixed Payment	(Blue)
Equal Monthly Payments	(Yellow)