








It's Hard To Stop A Trane®

Help Dealers Maximize Rebates and Tax Credits

“Stack offers” to lower costs, manage cash flow, and lower taxes



	Overview	Funding	Administration / Processing	Resources
 <p>Manufacturer Instant Rebate</p>	Rebate given to homeowner at point-of-sale to lower total cost	Funded by manufacturer, open to all TCS dealers; restrictions apply	Dealer submits claim in Dealer Rewards for reimbursement, provided proof of purchase	<ul style="list-style-type: none"> Trane Microsite: https://tcsprogram.trane.com/2023/en/Benefits/ancillary-benefits/national-consumer-promotions.html Creative assets available in MAX. Download an asset via Trane MAX > Info Center > Promotions > 2023 Spring Promotion <ul style="list-style-type: none"> Available to Create an Ad via Trane MAX > Create an Ad
 <p>Dealer Instant Rebate</p>	Rebate given to homeowner at point-of-sale to lower total cost	Funded by dealer; can supplement manufacturer rebate; restrictions apply	Dealer offers directly to homeowner at the point of purchase	<ul style="list-style-type: none"> Dealer leverage local promotions and dealer offers
 <p>Utility/Eco Rebates</p>	Many local utilities give rebates for energy-efficient HVAC equipment after purchase	Funded by local utilities; can supplement manufacturer and/or dealer rebate; restrictions apply	Rules vary; some utilities require dealer to issue rebate to homeowner at point-of-sale and dealer submits claim on behalf of homeowner	<ul style="list-style-type: none"> Insert Zip Code on Offers, Rebate & Tax Credits page on website: https://www.trane.com/residential/en/pricing/savings-and-offers/ Many utilities provide additional rebates, varies by State and Region
 <p>WELLS FARGO Consumer Financing</p>	Favorable consumer financing rates through Wells Fargo	Rate buy-down funded by manufacturer; dealer and/or IWD can supplement cost of borrowing; restrictions apply	Reduced interest rate is reflected in the homeowner's payment to Wells Fargo	<ul style="list-style-type: none"> TRANE Microsite: https://tcsprogram.trane.com/2023/en/Benefits/growth-benefits/wells-fargo.html
 <p>Tax Incentives</p>	Federal, state, and local tax incentives for energy-efficient HVAC purchases	Funded by government agencies; restrictions apply	Homeowner includes on incomes tax forms; homeowner works directly with tax preparer	<ul style="list-style-type: none"> Visit ComfortSite > Product Info > Electrification of Heat Hub-Inflation Reduction Act Resources for most up to date resources including the Trane "NEW! 25C Tax Credit Qualifying Systems" tool