

2024 Cabo Trip Terms & Conditions



The terms and conditions of your participation in Indiana Furniture's Travel Program 2024 are outlined below. The travel program is geared toward rewarding top performing individual dealer salespersons and dealerships that have made a significant contribution to selling Indiana Furniture products.

Qualification Period

January 1, 2023 to June 30, 2024

Qualification Criteria

Dealership Sales Representative Trip Goal = 575,000 in total points = 1 trip for 2 persons

Dealership Trip Goal = 850,000 in total points = 1 trip for 2 persons

- Qualification must be met in full.
- \$1 of sales = 1 point.
- Dealer Salesperson will earn one trip for two by earning 575,000 points. All travel awards earned must be claimed for the 2024 program.
- Dealerships can earn one trip for two by earning 850,000 in points (exclusive of points used to claim any travel awards by individual Dealer Salespeople). All travel awards earned must be claimed for the 2024 program.
- Points earned by Dealer Salespeople are non-transferable outside current dealerships. Travel awards earned by Dealer Salespeople are non-transferable.

Eligible Orders

The qualification quota referred to above shall be achieved with dollars at net attained on orders received between January 1, 2023 and June 30, 2024. Dollars will be translated into points (\$1 = 1 point). All orders received that are afterwards cancelled will be deducted from trip qualification points. All orders received during qualification period must ship 30 days prior to trip. GSA orders qualify and will receive full credit of order value less rebates, commissions, and installation. State contract orders will be evaluated on an individual basis. Showroom and replacement orders, installation charges, repair and parts orders shall not count toward quota.

Travel Program Details

The 2024 Cabo program includes an 5-day, 4-night stay at Dreams Los Cabos from November 10 - 14, 2024, located in Mexico for two persons, round trip airfare to/from home city on regularly scheduled flights to Los Cabos, ground transportation to/from airport, Indiana Furniture planned activities, and hotel, all-inclusive food, beverage, gratuities, and taxes while at the hotel, WI-FI, and more.

Travel Program Registration

Dealerships and/or Dealer salespersons will automatically be entered in the travel program upon completion of the one-time registration at <https://indianafurniture.com/incentives>. If the Dealer Principal/Salesperson has previously registered on the incentives site and has an active Incentive ID, they do not need to register again. Dealerships must be registered by the Dealer Principal. Dealer Salespersons must have permission from their Dealer Management to participate.

Claiming Individual Orders

Individual Salespersons may claim orders at <https://indianafurniture.com/incentives> or by including their Incentive ID# on submitted Purchase Orders. Travel claim forms must be submitted within 90 days of order date. By submitting a claim, you agree to the terms and conditions of the travel program and have Dealer Management approval.

Additional Rules/Details

The points/travel award is non-transferable between dealerships. Individual Salesperson points/travel award is non-transferable to other individuals. Unused points, whether in whole or part, have no cash value. Only bona fide dealer employees who sell Indiana Furniture products and their spouse/guest will be allowed to participate on trip. Must have a valid passport to travel. No persons under the age of 21 are permitted to earn or participate on trips. Dealership accounts payable to Indiana Furniture must be current to register for an earned trip. Should the account not be current at the time of travel registration, the trip will be forfeited. All federal tax rules apply. Violation of the rules listed above may result in the Dealer Salesperson/Dealership being disqualified from this and future Indiana Furniture travel programs. Indiana Furniture reserves the right to make all decisions on any questions, disputes, or discrepancies that may arise out of this program and may terminate or alter rules at their own discretion and without notice.

Travel Liability

Neither Indiana Furniture, its officers, employees, or agents, will be held liable for damages to property or injuries to persons resulting from participation in the travel activities including transportation, lodging, dining, and travel activities of every nature and description sponsored or paid for by Indiana Furniture, and the participating dealer as partial consideration for the travel incentives to be awarded hereunder, does hereby expressly agree to hold harmless and indemnify Indiana Furniture, its officers, employees and agents, from any such claims by the participating dealer, its employees, agents or representatives.

Air Reservations

Indiana Furniture and its travel agent will schedule all reservations and reserves the right to schedule departure dates and times. Airline tickets will be issued taking advantage of any cost savings offered by the airlines at that time. Any change(s) to airline ticketing requested by trip winners or cancellations that results in additional cost will be borne by the participating Dealer Salesperson and/or dealership. Unused airline tickets are to be returned to Indiana Furniture or its official travel agent.

1099

Under the United States Federal tax law, recipients of Indiana Furniture's Travel Program are required to report the value of the trip as taxable income. Attendance will be required during the trip's business meeting. You may want to contact your tax counsel regarding reporting this taxable income. It may be possible to offset this income or part thereof as a business expense. The value of this incentive award may be obtained by contacting the controller at our corporate office.

Guests

Since there will be a business meeting that will disclose proprietary information and figures, we must state that Indiana Furniture will not allow participation by any individual and/or spouse who is employed by a competitive manufacturer, competitive manufacturer's representative firm, or competitive dealer. Indiana Furniture reserves the right to eject the competitive individual(s) from the trip at any point in time. All costs, which are incurred as a result of this process, shall be the sole responsibility of the participant. Indiana Furniture appreciates your compliance and cooperation into this matter. Indiana Furniture wishes to avoid any potential situations for all concerned that may be caused by the above violation(s).

Program Changes

Indiana Furniture reserves the right to change the promotion destination and/or itinerary due to unforeseen circumstances that can occur due to the selecting of a promotion site so far in advance of actual promotion. Indiana Furniture will do its utmost to select a comparable site and/or itinerary change that will be required due to circumstances beyond its control.