



fiberon[®]

PARTNER

P R O G R A M

2018 PROGRAM GUIDE

FIBERON PARTNER PROGRAM | IT PAYS TO BUILD WITH FIBERON

FIBERON REWARDS LOYALTY. BUILD MORE, EARN MORE.

Whether you are a contractor who builds docks, decks, houses, or other structures where Fiberon decking or railing products are used, the 2018 Fiberon Partner program has more of what you want – unlimited cash-back rebates – plus sales tools, qualified leads, labor warranty coverage, and more, all designed to help you build a stronger, more successful business. It's free to join, easy to use, and our way of saying thank you for being a loyal Fiberon contractor.

And now, we've expanded our Deck Dollars rebate program to include all Fiberon-branded products!* Plus, as you move up the partner levels, you'll start earning greater cash-back rebates right away. There's never been a better time to build -- and partner -- with Fiberon.

RESOURCES AND REWARDS TO HELP YOUR BUSINESS GROW

REBATES

Only Fiberon offers cash-back rebates that grow as your business grows.

- Earn 2% to 4% rebates on every Fiberon-branded product, not just decking and railing*
- As you move from Participating Partner to Select to Premier, you'll begin earning bigger rebates right away. No waiting!
- Submitting receipts is easier too. Use your smartphone, computer or tablet, or send them in via email, fax, or USPS

PROMOTIONAL SUPPORT

As a Participating Partner, Select Partner, or Premier Partner, you'll receive:

- Qualified homeowner leads
- Company listing on fiberondecking.com
- Contractor gallery on fiberondecking.com

SALES ASSISTANCE

Get what you need to win more jobs, including:

- Selling tools, product samples, and training
- Dedicated Fiberon Partner support team

EXCLUSIVE LABOR WARRANTY

Give yourself a competitive edge.

- Five-year labor warranty coverage for eligible Premier and Select Partners

*Due to limited distribution, Relax Decking is not eligible for the Deck Dollars program.

2018 REBATE STRUCTURE

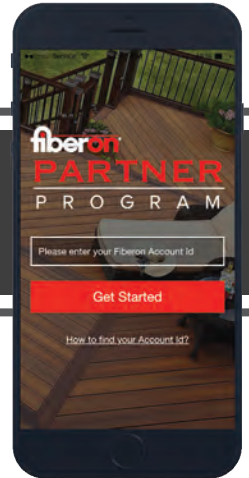
FIBERON PARTNER PROGRAM PROMOTION	WHO MAY PARTICIPATE?	ELIGIBLE PRODUCTS	DECK DOLLAR REBATES
DECK DOLLARS			
REACH THE NEXT LEVEL AND START EARNING BIGGER REBATES RIGHT AWAY!			
Earn UNLIMITED cash rewards throughout 2018 on purchases of any Fiberon-branded products.* (No cap on any residential project.**)	All Fiberon Partners who have submitted product purchases totaling \$10,000 or more	All Fiberon-brand products*	PARTNER-2% SELECT-3% PREMIER-4%

*Due to limited distribution, Relax Decking is not eligible for the Deck Dollars program.

**Rebates apply to residential projects only. For commercial or multi-family projects, please contact your Fiberon sales representative. (All promotions run from January 1, 2018 through December 31, 2018)

UPLOAD RECEIPTS QUICKLY AND EASILY WITH YOUR SMART PHONE, TABLET, OR COMPUTER.

AND FOR EVEN MORE CONVENIENCE, WE NOW ACCEPT RECEIPTS VIA EMAIL, USPS, OR FAX.



REACH MORE CUSTOMERS AND CLOSE MORE SALES

QUALIFIED LEADS

Fiberon will send you only highly-qualified prospects, so you can feel confident you are receiving leads on homeowners who are actively seeking to build new decks.

LABOR WARRANTY COVERAGE

Offer your customers the added peace of mind of a five-year labor warranty and give yourself a competitive advantage over other contractors. (Coverage is available to Select and Premier Partners on eligible products.)

COMPANY LISTING

Participating, Select, and Premier Partners will receive receive a free company profile, complete with project photos and website links, on fiberondecking.com.

TRAINING

Learn tips and tricks to speed installations, as well as information on how to better educate and sell to homeowners.

CUSTOMER SUPPORT

Once you've completed an application, your local Fiberon representative will contact you. Whether you have program questions, need help locating a dealer, or want expert advice on marketing plans, they are always available to help.

YOUR BENEFITS GROW ALONG WITH YOUR BUSINESS

If your 2017 submittals were less than \$10,000, you will begin 2018 as an entry level Partner. If your 2017 submittals were more than \$10,000, you will begin 2018 in the tier level that corresponds to your 2017 spend. And if you didn't participate in 2017, we have great news: You still may qualify to join our program. Read on to learn how.

BENEFIT	PARTNER (up to \$9,999 in annual purchases)	PARTICIPATING PARTNER (\$10K+ annual purchases)	SELECT PARTNER (\$40K+ annual purchases)	PREMIER PARTNER (\$100K+ annual purchases)
SAMPLE KIT	Yes	Yes	Yes	Yes
DECK DOLLARS	No	Yes - 2% of eligible purchases	Yes - 3% of eligible purchases	Yes - 4% of eligible purchases
AS YOU MOVE UP THE PARTNER LEVELS, YOUR REBATES AND OTHER BENEFITS BEGIN INCREASING RIGHT AWAY!				
PROFILE PAGE ON FIBERON WEBSITE	No	Yes	Yes	Yes
HOMEOWNER LEADS	No	3rd priority	2nd priority	1st priority
PRIORITY WEBSITE LISTING	No	Yes	Yes - preferred	Yes - highest
LABOR WARRANTY COVERAGE	No	No	Yes	Yes

NOT SURE IF YOU QUALIFY?

ARE YOU A LICENSED CONTRACTOR?

Fiberon Partners are required to provide their Contractor's License Number and Proof of Liability Insurance.

DID YOU PURCHASE FIBERON DECKING AND RAILING IN 2017, BUT NEVER BECAME A FIBERON PARTNER?

No problem. You may qualify to join at the Select or Premier level, pending review of 2017 purchases. Contact your Fiberon sales rep for details.

DID YOU PARTICIPATE IN A DIFFERENT REWARDS PROGRAM IN 2017?

Time to make a change for the better. You may be eligible to join the Fiberon Partner Program at the Select or Premier level, pending approval. Contact a Fiberon rep for details.

NEW TO FIBERON AND/OR FIBERON CONTRACTOR PROGRAMS?

Log on to www.fiberondecking.com/professionals/become-a-fiberon-partner and complete an application. Your local Fiberon sales rep will contact you to meet, review the program benefits in greater detail and answer all your questions.

READY TO MAKE 2018 YOUR BEST YEAR YET? BECOME A FIBERON PARTNER TODAY!

Visit www.fiberondecking.com/professionals/become-a-fiberon-partner to learn more.



fiberondecking.com
1.800.573.8841

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