



# Join the Club!

Many of you may remember the trips we hosted for our top dealers to reward them for their support. These trips were packed with great business discussion and an equal measure of entertainment at our destination site. If you have a hankering for habanero and you just can't live without authentic fish tacos, you can make this trip a reality! Here's how it works.

## GET THERE!

**This program rewards top dealers with a trip to Mexico on February 16 to 19, 2017.** Secure a spot for yourself and a guest!

### Criteria # 1:

Be sure your name is on the list of the top 30 ELAN dealer roundup by EOY 2016 to be eligible for the 2017 Club Trip.

### Criteria # 2:

Make it to the Top 15 based on your overall purchases from Core Brands – that's across ALL brands, not just ELAN.

If you didn't hit the top tier for this upcoming trip, you can work toward saving a spot on the next one! We will work closely with you to help you maximize your ELAN sales and even help you add a brand if you'd like to explore new product lines!



## Seeking a little more information about how to get on the list?

No problem! Here is a rundown of our most frequently asked questions:

**Question:** Does my Panamax, Sunfire and SpeakerCraft revenue count to my over-all goal?

**Answer:** Yes!

**Question:** If a dealer is NOT in the top 30 ELAN Dealers but is in the top 15 of total Core revenue, does that dealer go to Mexico?

**Answer:** No... This is an ELAN program and you must be among the top 30 ELAN Dealers to be eligible.

**Question:** How will I know where I stand in the program?

**Answer:** We will provide you with Monthly rankings and you will know where you stand throughout the year.

**Question:** Do OmniMount, Gefen Products, and Nutone Pure Power Central Vac count toward this program?

**Answer:** Yes!

**Question:** What if I don't carry a brand now but add it?

**Answer:** It will count. Any sales of Core Brands products will apply to the overall Core Brands goal.

**Question:** When does the program start?

**Answer:** December 1, 2015 through December 31, 2016 purchases count for your 2016 Program purchases.

**ELAN**<sup>®</sup>  
CLUB  **YOU CAN MAKE IT HAPPEN!**