

Negotiating direct rebates is absolutely in reach when you have the HomeSphere team to support you. We take care of the upfront lifting so you're free to focus on getting contracts in place. Because we want you to succeed, we've compiled our top tips for negotiating your own contracts.

- 1. Start on contracts for the products you use the most.** This is an easy way to start seeing the largest return on your efforts. You'll earn more in rebates for the products you most frequently in your projects.
- 2. Ask if your rebates can be backdated for products you've already installed.** This will ensure you earn as many rebate dollars as you can for your brand usage. This way, you can report projects you've already completed and still earn cash back.
- 3. Beware of exclusivity agreements.** While exclusivity agreements make sense for manufacturers, they can be too hard to stick to. For instance, we've seen issues arise when a manufacturer doesn't distribute in one of the regions the builder constructs in even though there's an exclusivity agreement in place.
- 4. Get contracts ready with brands you haven't used yet but will.** There's nothing wrong with getting a contract in place with a manufacturer you haven't used yet but plan to within the year. It will help you be ready to go for when you do use their brand.
- 5. Truly maximize your rebates across all product categories.** Consider all the product categories you regularly use on a new build because they all represent rebate-earning opportunities. The more categories you have represented in rebate contracts, the more flexible you can be as you build. HomeSphere has a list of product categories to help you brainstorm.
- 6. Get contracts in place pre-construction so you can consider rebates in your budget.** You can never have a contract in place too early, and it's useful to know what you stand to earn in rebates as you budget for construction. It also helps to get them in place before construction so you can make sure you're meeting the stipulations of your contract before you start building.

Interested in HomeSphere's
direct rebate management?

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