



# Novo Incentive Program

for Standard Discounts only

DATE: \_\_\_\_\_

PLEASE FAX COMPLETED FORM TO THE ACCOUNTING DEPT AT (510) 590-9339  
OR EMAIL TO ACCOUNTING@FRIANT.COM.

## ABOUT THE PROGRAM

**Novo Incentive Program:** 3% of net invoice for Novo products  
**Incentive Code:** NOVO

Specify the code "NOVO" and the name/email address of Dealer Salesperson on each submitted P.O.  
**NOTE:** Credit must be requested at the time of ordering. Incentives are paid on standard discounts only.

## DEALER INFORMATION

DEALER NAME	DEALER SALESPERSON (PAID TO)		
SOCIAL SECURITY #	EMAIL	PHONE #	
ADDRESS	CITY	STATE	ZIP

Please note that incentive income is reportable to the IRS. You will receive a 1099 form after the end of the year which specifies the amount Friant & Associates has paid to you in incentives. By signing below, you are acknowledging that you have been notified that this income is reportable.

DATE \_\_\_\_\_ SIGNATURE \_\_\_\_\_

Please fax completed form to the Accounting Dept at (510) 590-9339 or email to accounting@friant.com.

**NOTE:** Incentive requests need to be noted on, or submitted with purchase order to receive credit. Incentives are paid within 60 days after the month of project invoicing (pending payment of invoice by dealer).