

**Exhibit A: Sales Driver Program**

**2019 Nationwide/LG Distribution Sales Driver Program**

LG Electronics and Nationwide Marketing Group are pleased to announce the 2019 Distribution Sales Driver program exclusively for our members for the 2019-20 Fiscal program year. Please find below the details, terms and conditions.

**Effective Date(s):** April 1<sup>st</sup> (2019) – March 31<sup>st</sup> (2020) – **UPDATED EFFECTIVE 8/1/19**

MODEL	CATEGORY	2019-20 SALES DRIVER(S)
OLED77W9	OLED	\$150.00
OLED65W9	OLED	\$85.00
OLED65E9	OLED	\$54.00
OLED55E9	OLED	\$42.00
OLED77C9	OLED	\$85.00
OLED65C9	OLED	\$45.00
OLED55C9	OLED	\$34.00
OLED65B9	OLED	\$24.00
OLED55B9	OLED	\$15.00
75SM9970	NANO CELL	\$48.00
65SM9500	NANO CELL	\$30.00
86SM9070	NANO CELL	\$50.00
75SM9070	NANO CELL	\$34.00
65SM9000	NANO CELL	\$24.00
55SM9000	NANO CELL	\$16.00
86UM8070	NANO CELL	\$30.00
82UM8070	NANO CELL	\$25.00
75UM7570	NANO CELL	\$16.00
75SM8670	NANO CELL	\$27.00
65SM8600	NANO CELL	\$16.00
55SM8600	NANO CELL	\$12.00
49SM8600	NANO CELL	\$10.00
65SM8100	NANO CELL	\$15.00
55SM8100	NANO CELL	\$12.00

\*NEW ADDED 8/1/19

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**Terms and Conditions:**

**I. eXchange distributor partners** (*O'Rourke, Audio America, AVAD/WAVE, CED & Custom Plus*)

Purchases on qualified models made through these authorized distributors will be automatically transmitted to NMG for review and approval. Please allows 30-45 days at the close of the previous month for sales audit and payout to occur.

**II. Non-eXchange distributor partners** (*PRO Audio, Ultimate Integration, Dorrance, Mountain West & ACE Marketing*)



## 2019 VENDOR PROGRAM



Purchases on qualified models made through these authorized distributors will first be reported to LG for review and approval and will operate on a quarterly cycle with program payout approx. 30-45 days at close of the previous quarter. Those quarterly cycles are identified as follows.

### Quarterly Reporting Periods

Q1	Apr – Jun 19'	<i>Submissions due by July 31st</i>
Q2	Jul – Sept 19'	<i>Submissions due by October 31st</i>
Q3	Oct – Dec 19'	<i>Submissions due by January 31st</i>
Q4	Jan – Mar 20'	<i>Submissions due by April 30th</i>

### III. Additional Terms

- HTSA associate members who buy through one of the authorized LG distributors are eligible to receive group sales driver benefits (Direct non-eligible)
- Payment is calculated on net quantities after returns are applied
- Direct Dealers are not eligible for sales driver program
- Out of territory shipping voids eligibility of sales driver program
- LG and NMG reserve the right to change and determine eligibility of the sales driver program
- Sales Driver amounts are subject to change based on model carryover and/or price moves

Questions: Please contact Henry Farley @ [Henry.Farley@nationwidegroup.org](mailto:Henry.Farley@nationwidegroup.org).