

## 85% CO-OP + FREE CO-OP FILING! MARKETING PLAYBOOK ASSET APPROVED

## Whirlpool Holiday Headstart!

85% CO-OP Whirlpool Exclusive dealers & 70% CO-OP Multi-Manufacturer dealers

Targeted Direct Mail is #1 Most Effective Method for Driving Immediate Sales. #1 R.O.I.

If a model is NOT on PROMO MAP, you could reduce Normal MAP price up to 10% and remain co-op compliant.

We will HUB re-approve changes to assure your co-op credit

Holiday Headstart Dates- December 6 - 19 Order by November 16

#### **Mailer Choices**

- 1. The Monster Mailer tri-fold Arrives in mail 6" x 10.5" and opens to 10.5" x 17" Only 37.9 Cents.
- 2. The Legal Limit MAX Postcard 11"x 14" The Largest Piece of Mail Allowed by Law! Only 39.9 Cents.
- 3. The Jumbo Card 6" x 11" Only 35.9 Cents. From \$749 all Inclusive
- 4. Private Sale letter & Envelope 8½" x 11" Only 37.9 Cents

**All orders Include** art with Edits, Single Family Postage, Printing, Our Mailing List with Home Owner Median Incomes to "Target", Addressing & Shipping to Dealer's Local Post Office for In-Home Delivery. **Option** - Use your store customer list – no charge to clean list - ask for details.

We will file your HUB co-op paper work for you if indicated on order form at end of this PDF.

Add the "Scratch Off" Promotion to either mailer/3 Cents extra. – Includes Scratch Off Sticker with Prize Numbers, \$10,000 Group Insurance Policy, (3) Kitchen-Aid Stand Mixers (zero dealer liabilities), and your option to add your own default prizes such as a Free 10-Year Component warranty with purchase - or additional \$10 - \$50 Instant Savings, Mounted Prize Board & extra mailers for walk in traffic.

#### Contact 800-770-5219

Bill Menkhus bill\_menkhus@invigoratemedia.com Cell 636-524-1240 Doug Nelson doug\_nelson@invigoratemedia.com Cell 636-578-8130

Proven by Monsterous Results Arrives in the mailbox as 6" X 10.5"
Opens to 10.5" X 17"



— 10.5 INCHES **WIDE** ——



**295% BIGGER** 

Than our Jumbo Postcard! As low as Includes

17 INCHES TALI



## Whirlpool

## **BLACK STAINLESS STEEL KITCHEN SUITE**

25 cu.ft. French Door Refrigerator with Refrigerated Exterior Drawer WRX735SDHV

1.9 cu.ft. Smart Over-the-Range Microwave with Scan-to-Cook Technology WMH78019HV

6.4 cu.ft. Smart Slide-In Electric Range with Scan-to-Cook Technology WEE750H0HV

Stainless Steel Tub Dishwasher with Third Level Rack WDT970SAHV

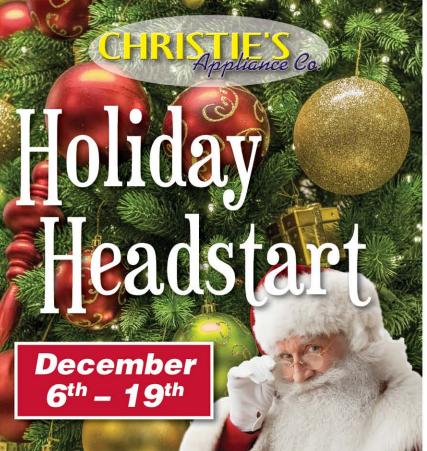




MSRP \$6186 \$4443







## Scratch & Win

Match your number in our store to see if you're our grand prize winner!



- \$10,000 Shopping Spree
- KitchenAid® Stand Mixer
- \$25 \$50 Additional Instant Savings

Dealer Name Street Address City, State ZIP

POSTMASTER: Please Deliver X/XX, X/XX, X/XX **OR CURRENT RESIDENT** 

PRESORT STANDARD U.S.POSTAGE PAID INVIGORATE MEDIA

115 Mississippi Que Crystat City, MO 63019

Artwork Version: 01MM4177WP\_Holiday

## **MAYTAG**<sup>®</sup>

## **FINGERPRINT RESISTANT** STAINLESS STEEL SUITE











25 cu.ft. French Door Refrigerator with PowerCold® Feature MFI2570FEZ

2.0 cu.ft. Over-the-Range Microwave with Interior Cooking Rack MMV4206FZ

6.4 cu.ft. Electric Range with True Convection MER8800FZ MGR8800FZ - Gas add \$111



## 12 MONTHS SPECIAL FINANCING!\* | SAVE AN ADDITIONAL 10%



#### AMANA



24.6 cu.ft. Side-bySide Refrigerator
with External Ice & With Add
Water Dispenser
ASI2575GRB
ASI2575GRB
ASI2575GRB
ASI2575GRB

1.6 cu.ft. Over-the-Range Microwave with Add 0:30 Seconds Feature 4-PIECE BLACK KITCHEN SUITE

\$1999



4.8 cu.ft. Electric Range with Bake Assist Temp Presets AER6603SFB Built-In Tall Tub Dishwasher with Triple Filter Wash System ADB1400AGB

Whirlpool

\$599 each



**MAYTAG**<sup>®</sup>

\$999

each

#### 5 YEAR PARTS & LABOR INCLUDED ON PAIR!



3.8 cu.ft. Top Load Washer with Quick Wash Cycle

7.0 cu.ft. Electric Dryer with Wrinkle Shield™ Plus Option WED4850HW



4.7 cu.ft. Top Load Washer with Best Cleaning in its Class by the PowerWash® Cycle

7.0 cu.ft. Extra-Large Capacity Electric Dryer with Advanced Moisture Sensing MEDB766FW





## The Legal Limit MAX! Postcard

Anything bigger would be criminal.





14 INCHES WIDE

HUGE!

The piece of mail the **US Postal Service** will allow!

As low as Includes Postage

255% BIGGER Than our Jumbo Postcard!

INCHES





12 MONTHS SPECIAL FINANCING!\* | SAVE AN ADDITIONAL 10%



**MAYTAG**°

FINGERPRINT RESISTANT STAINLESS STEEL SUITE



Whirlpool

BLACK STAINLESS STEEL KITCHEN SUITE





\$3332



25 cu.ft. French Door Refrigerator with PowerCold® Feature MFI2570FEZ 2.0 cu.ft. Over-the-Range Microwave with Interior Cooking Rack MMV4206FZ 6.4 cu.ft. Electric Range with True Convection MER8800FZ MGR8800FZ - Gas add \$111 Stainless Steel Tub Dishwasher with PowerBlast® Cycle MDB49499HZ



25 cu.ft. French Door Refrigerator with Refrigerated Exterior Drawer WRX735SDHV



\$4443





1.9 cu.ft. Smart Over-the-Range Microwave with Scan-to-Cook Technology 6.4 cu.ft. Smart Slide-In Electric Range with Scan-to-Cook Technology WEE750H0HV

de-In Stainless Steel Tub
Dishwasher with
Third Level Rack
wp1970sAHV



Dealer Name Street Address City, State Zip

POSTMASTER: Please Deliver X/XX, X/XX, X/XX

OR CURRENT RESIDENT

PRESORT STANDARD
U.S.POSTAGE
PAID
INVIGORATE
MEDIA

Doug Nelson 115 Mississippi Que Cryslat City, MO 63019

Artwork Version: 01LM4176WP Holiday





Valid July 19 - December 31, 2018

We Sell It & Service It

BUYING POWER – We are a member of a \$15 Billion buying organization. The majority of our appliances are priced at or below home improvement store prices. Don't sacrifice quality service before or after the sale. BUY FROM A LOCALLY OWNED BUSINESS!

Whirlpool

\$599 each

**MAYTAG**\*

\$999 each

5 YEAR PARTS & LABOR INCLUDED ON PAIR!



3.8 cu.ft. Top Load Washer with Quick Wash Cycle wtw4855HW

7.0 cu.ft. Electric Dryer with Wrinkle Shield™ Plus Option WED4850HW



4.7 cu.ft. Top Load Washer with Best Cleaning in its Class by the PowerWash® Cycle

7.0 cu.ft. Extra-Large Capacity Electric Dryer with Advanced Moisture Sensing

Selling & Servicing Major Appliances in Tucson Since 1956

CHRISTIE'S
Appliance Co.

CHRISTIES CHRIST

White proud of our association with the largest thuying organization in the country, which brings you the combined purchasing power of thousands of retail stores nationwide. This huge buying power is passed along to our customers by means of lower prices every day on the finest name brand products in the world.

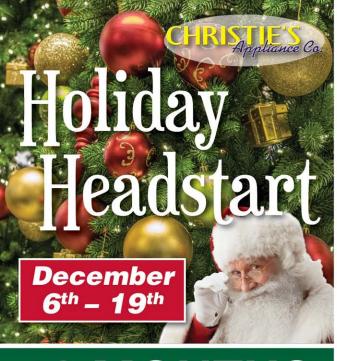
nationwide

5 BILLION

7255 E. Broadway at S. Kolb • (520) 296-7218

'See store for complete details of all offers, financing and rebates. Visit maytag.com for warranty details. ⊗/™ © 2018. All rights reserved. HUB Pre-Approval XXXXXX. 01LM4176WP\_Holiday cheitert ©2018 Invigorate Media, LLC. All Rights Reserved. 800-770-5219.





## 12 MONTHS SPECIAL FINANCING!



### **MAYTAG**°

## FINGERPRINT RESISTANT STAINLESS STEEL SUITE







\$3332



25 cu.ft. French Door Refrigerator with PowerCold® Feature MFI2570FEZ 2.0 cu.ft. Over-the-Range Microwave with Interior Cooking Rack 6.4 cu.ft. Electric Range with True Convection MER8800FZ MGR8800FZ - Gas add \$111 Stainless Steel Tub Dishwasher with PowerBlast® Cycle MDB49498HZ

AMANA

Whirlpool

**MAYTAG**\*

KitchenAid<sup>®</sup>

#### Whirlpool



\$599

each



3.8 cu.ft. Top Load Washer with Quick Wash Cycle wtw4855hw 7.0 cu.ft. Electric Dryer with Wrinkle Shield™ Plus Option WED4850HW



4.7 cu.ft. Top Load Washer with Best Cleaning in its Class by the PowerWash® Cycle 7.0 cu.ft. Extra-Large Capacity Electric Dryer with Advanced Moisture Sensing

MSRP \$1099







Dealer Name Street Address City, State ZIP

PRESORT STANDARD
U.S.POSTAGE
PAID
OR CURRENT RESIDENT
PRESORT STANDARD
U.S.POSTAGE
PAID
INVIGORATE
MEDIA

Doug Nelson

Doug Halson 115 Mississippi Qua Crystat City, MO 63019

Artwork Version: 01JP4178WP\_Holiday

## -Alternate Jumbo Card-



12 MONTHS SPECIAL FINANCING! HUGESAVINGS ON ALL KITCHEN & **LAUNDRY MODELS!** 

AMANA Whirlpool MAYTAG KitchenAid







\*See store for complete details of all offers, financing and rebates. Visit maytag.com for warranty details. @//M © 2018. All rights reserved. HUB Pre-Approval XXXXXX. JP4185WP\_Holiday cheitert ©2018 Invigorate Media, LLC. All Rights Reserved. 800-770-5219.



Dealer Name Street Address City, State ZIP

POSTMASTER: Please Deliver X/XX, X/XX, X/XX

OR CURRENT RESIDENT

PRESORT STANDARD
U.S.POSTAGE
PAID
INVIGORATE
MEDIA

Doug Nælson 115 Mississippi Quæ Crystat City, MO 63019

Artwork Version: JP4185WP\_Holiday







1770 Hwy 395 Minden, NV 89423

775-782-5099

**Artwork Version: LE3561WP** 

## THURSDAY, DECEMBER 6TH • 3PM-8PM







**KitchenAid** 

Dear Friends & Family,

You are invited to our annual Holiday Headstart Private Sale Event!

## **5 HOURS ONLY!**

### Thursday, December 6th from 3PM to 8PM

Take advantage of our BEST DEALS of the Year on all brands including Maytag®, Whirlpool®, KitchenAid® & Amana®! Now is the time to save on every Laundry & Kitchen Appliance. In addition to our Year's Lowest Prices, receive rebates on qualified appliance models throughout the store.

This **PRIVATE SALE** is for Letter Holders ONLY and will NOT be advertised anywhere else. Bring a friend and register for a chance to win a brand new KitchenAid® Stand Mixer!

Make plans to attend. As always, we are here to serve you after the sale.

Hope to see you then!

Dealer Staff







KitchenAid

You could win

a KitchenAid®

Stand Mixer!



#### Preferred Friends ADMISSION TICKET

Register for your chance to WIN a KitchenAid® Stand Mixer!

Name:	
Address:	

E-mail:

Preferred	Family
. I CICII CU	I dilling

Phone:

ADMISSION TICKET

Register for your chance to WIN a KitchenAid® Stand Mixer!

Phone: \_\_\_\_\_\_E-mail:

Please present this ticket for admission to STORE NAME. One KitchenAid® Stand Mixer to be give away during the sale at participating stores. Valid Thursday, December 6, 2018 ONLY.

\*See store for complete details on all claims, offers, financing & rebates. <sup>®</sup>/\* © 2018. All rights reserved. HUB approval XXXXXX. LE3561WP © 2018 Invigorate Media. 1-800-770-5219.

## **MODEL LIST: MONSTER MAILER**

**December 6 – 19 Holiday Headstart** 

\*Some models may not appear on smaller mailers

# Prices are set at MAP or Current Promo MAP. If you would like to advertise at 10% less than MAP (the lowest Co-Opable price), please check HERE... $\square$ 10% Off

Brand _	Whirlpool Kitche	n Suite		MSRP_	\$6186	SALE PRICE _	\$4443
Brand _		Model #	WRX735SDHV	MSRP_		SALE PRICE _	
Brand _		Model #	WMH78019HV	MSRP_		SALE PRICE _	
Brand _		Model #	WEE750H0HV	MSRP_		SALE PRICE _	
Brand _		Model #	WDT970SAHV	MSRP_		SALE PRICE _	
Brand _	Maytag Kitchen F	Package		MSRP_	\$4546	SALE PRICE _	\$3332
Brand _		Model #	MFI2570FEZ	MSRP_		SALE PRICE _	
Brand _		Model #	MMV4206FZ	MSRP_		SALE PRICE _	
Brand _		Model #	MER8800FZ (or MGI	R8800FZ	- Gas add \$11 <sup>-</sup>	l)	
Brand _		Model #	MDB4949SHZ	_MSRP		SALE PRICE _	
Brand _	KitchenAid Kitch	en Package		MSRP_	\$8796	SALE PRICE _	\$5710
Brand _		Model #	KRMF706ESS	MSRP_		SALE PRICE _	
Brand _		Model #	KMHC319ESS	MSRP_		SALE PRICE _	
Brand _		Model #	KSEB900ESS (or KS	GB900ES	S - Gas add \$1	11)	
Brand _		Model #	KDTE334GPS	MSRP_		SALE PRICE _	
Brand _	Amana Kitchen S	Suite		MSRP_	\$2316	SALE PRICE _	\$1999
Brand _		Model #	ASI2575GRB	MSRP_		SALE PRICE _	
Brand _		Model #	AMV2307PFB	MSRP_		SALE PRICE _	
Brand _		Model #	AER6603SFB	MSRP_		SALE PRICE _	
Brand _		Model #	ADB1400AGB	MSRP_		SALE PRICE _	
Brand _	Whirlpool	Model #	WTW4855HW	MSRP_	\$699	SALE PRICE _	\$599
Brand _	Whirlpool	Model #	WED4850HW	MSRP_	\$699	SALE PRICE _	\$599
Brand _	Maytag	Model #	MVWB766FW	MSRP_	\$1099	SALE PRICE _	\$999
Brand _	Maytag	Model #	MEDB766FW	MSRP_	\$1099	SALE PRICE	\$999



#### Monster Mailer • Legal Limit Max Jumbo Postcard • Letter

## **Order Form**

Fax order form to: 636-794-3223

Sales: 1-800-770-5219 Doug Nelson or Bill Menkhus

Busin	ess Name:		Contact Name:			
Address:			City:		Zip:	
Phone: Cell:			Email:			
Buyir	ng Group:	Whir	<b>lpool Dealers</b> - Want us t	o file your HUB co-op pape	erwork on your behalf?: TYES!	
Whirlpool Rep: Password:				ssword:		
Step 1	Sale Dates			se List Artwork Ver Version in white address panel		
	Indicate your sale	e dates here:		n: LL2041WP; 01MM954X)	,	
			Indicate	number here:		
	Do you want "	Scratch Off" Promo	?   Yes   No (So	eratch Off Promo: Add 3	cents per mailer)	
Step	Quantity Single F	amily Homes: <b>Select C</b>	)ne	Jumbo Postcard Pr	ricing:	
3	Monster Mailer	<b>□</b> 1. 5,000 - \$2,343 <b>□</b>	<b>2.</b> 10,000 - \$3,939	<b>1.</b> 1,000 - \$749	<b>2</b> . 2,000 - \$1,349	
	Legal Limit MAX!	<b>□</b> 1. 5,000 - \$2,443 <b>□</b>	<b>2.</b> 10,000 - \$4,139	<b>3.</b> 3,000 - \$1,749	<b>4.</b> 4,000 - \$2,049	
	Letter (8.5"x11")	<b>□</b> 1. 5,000 - \$2,343 <b>□</b>	<b>2.</b> 10,000 - \$3,939	<b>5.</b> 5,000 - \$2,243	<b>6.</b> 10,000 - \$3,739	
	<b>Additional Mailers</b>	, <b>ADD:</b> MONSTER - 37.9¢ e	ach • LEGAL LIMIT MAX	( - 39.9¢ each		
	JUMBO POSTCARD -	- 35.9¢ each (on quantities over 5	6,000) • LETTER - 37.9¢ e	ach		
Step	Financing & Spec	cial Offers: <b>All offers an</b>	e solely the retailer'	s responsibility ia Fin	ancing, Rebates, Free Delivery,etc.	
4			_	•	nimum Purchase: \$	
				•		
Step 5	Signature (REQUI				e processed without a signature)	
	-			_	a shall not be responsible for nondelivery or trol. Direct mail costs are based on US postal	
	- ·	subject to change without notice.	, ,	,		
Step 6	Select ONE: □1.	Zip Codes - Complete	Below <b>OR</b> $\square$ 2	2. Let us run a radius a	around your store	
Call us for free consultation on selecting your mailing list						
1.		2.	3.	4.	5.	
6.		7.	8.	9.	10.	
Pric	ing Includes:	\$50,000+ Househ	old Median Inco	ome		
• Sing	le Family Home Mailing Li	st   Monster 10.5" x 17" • Legal	Limit Max! 11" x 14" • Jumbo	Postcard 6" x 11" • Letter 8.5" x 1	11" - Single Family Home Postage	
		Letter: Targeted Homeowner Income I		15¢	Add'l SCFs: Add \$100	
Lega	i Liiiit iviax: iargeted Homeo	wner Income List OR Dealer's Custom	er List: Add / ¢			

Business Name:	Citv:	State:
DUSITIESS INATTIE.	City.	Siale.



#### List your model changes below

#### Fax 2nd page with your Order Form

List your model changes below. Models NOT DELETED will remain on your proof. The space allowed for models/images is limited to the direct mail piece selected 1. **DELETE:** Brand Model # **REPLACE WITH:** Brand Model # CHANGE PRICE TO: \$\_\_\_\_\_ and/or CHANGE SAVE TO: \$\_\_\_\_\_ Model # REPLACE WITH: Brand Model # 2. **DELETE:** Brand CHANGE PRICE TO: \$ and/or CHANGE SAVE TO: \$ \_\_\_\_\_ Model #\_\_\_\_\_ REPLACE WITH: Brand \_\_\_\_\_ Model #\_\_\_\_\_ CHANGE PRICE TO: \$\_\_\_\_\_ and/or CHANGE SAVE TO: \$\_\_\_\_\_ 4. **DELETE:** Brand Model # **REPLACE WITH:** Brand Model # CHANGE PRICE TO: \$ and/or CHANGE SAVE TO: \$ 5. **DELETE:** Brand Model # **REPLACE WITH:** Brand Model # CHANGE PRICE TO: \$ \_\_\_\_\_ and/or CHANGE SAVE TO: \$ \_\_\_\_\_ 6. **DELETE:** Brand \_\_\_\_\_\_ Model #\_\_\_\_\_\_ **REPLACE WITH:** Brand \_\_\_\_\_\_ Model #\_\_\_\_\_ CHANGE PRICE TO: \$ \_\_\_\_\_ and/or CHANGE SAVE TO: \$ \_\_\_\_\_ Model # REPLACE WITH: Brand Model # 7. **DELETE:** Brand CHANGE PRICE TO: \$ and/or CHANGE SAVE TO: \$ 8. **DELETE:** Brand Model # **REPLACE WITH:** Brand Model # CHANGE PRICE TO: \$ \_\_\_\_\_ and/or CHANGE SAVE TO: \$ \_\_\_\_\_ Model # REPLACE WITH: Brand Model # 9. **DELETE:** Brand CHANGE PRICE TO: \$\_\_\_\_\_ and/or CHANGE SAVE TO: \$\_\_\_\_ \_\_\_\_\_\_ Model #\_\_\_\_\_\_ **REPLACE WITH:** Brand \_\_\_\_\_\_ Model #\_\_\_\_\_ 10. **DELETE:** Brand CHANGE PRICE TO: \$ \_\_\_\_\_ and/or CHANGE SAVE TO: \$ \_\_\_\_\_ 11. **DELETE:** Brand Model # **REPLACE WITH:** Brand Model # CHANGE PRICE TO: \$ and/or CHANGE SAVE TO: \$ 12. **DELETE:** Brand Model # **REPLACE WITH:** Brand Model # CHANGE PRICE TO: \$ \_\_\_\_\_ and/or CHANGE SAVE TO: \$ \_\_\_\_\_ Model # REPLACE WITH: Brand Model # 13. **DELETE:** Brand CHANGE PRICE TO: \$ and/or CHANGE SAVE TO: \$

From: <coop@whirlpoolhub.com> Date: Tue, Oct 30, 2018 at 1:03 PM

Subject: Whirlpool Corporation Advertising Compliance Review Approved

To: steven\_menkhus@invigoratemedia.com

#### 000INVIGPA

Your Reference Comments: 01LM4176WP

The advertising you submitted for a Compliance Review has been approved. When submitting your claim for Co-Op reimbursement, please reference the Advertising Compliance Review Request Number below:

Compliance Review Request Number: 204241

For details, please visit The HUB at whirlpoolhub.com

Please be aware that any changes to the advertising content or dates will void this Advertising Compliance Review approval.

If you have questions about the policy and/or interpretation with regards to your advertisements, please contact us. While dealer alone shall determine advertising and selling prices, Co-Op funds are subject to compliance with the policy.

Thank you for your support of Whirlpool Corporation and its portfolio of brands.

Have Questions? Call your Concierge at 1-855-458-5446 (Option 3) or email us at coop@ whirlpoolhub.com.