

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

Holiday Sales Event!

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.

- Models are at PROMO MAP = Lowest Price. Normal MAP models can be less 10%
- Make ANY Changes to art. Your art will be pre-approved by HUB
- We will file your HUB claim for 85% or 70% if checked on order form

Event Dates December 12 - 22 Order by November 20

Mailer Choices

- 1. The Monster Mailer tri-fold Arrives in mail 6" x 10.5" and opens to 10.5" x 17"" Only 39.9 Cents.
- **2. The Legal Limit MAX Postcard** 11"x 14" The Largest Piece of Mail Allowed by Law! Only **41.9 Cents.**
- 3. The Jumbo Card 6" x 9" Only 36.9 Cents. From \$799 all Inclusive.
- 4. Private Sale Letter & Envelope 8/12 x 11" Only 39.9 cents.

<u>All orders Include</u> 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.

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

19 9 Includes
Postage





- \$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

U.S.POSTAGE **PAID** INVIGORATE MEDIA

CRystat City, MO 63019

December 12th - 22nd

Artwork Version: 01MM4446WP_Holiday

MAYTAG[®]



4-PIECE CAST IRON BLACK KITCHEN SUITE

25 cu.ft. Side-by-Side Refrigerator with Exterior Ice and Water Dispenser MSS25C4MGK

1.9 cu.ft. Over-the-Range Microwave with **Dual Crisp Function** MMV4207JK

6.4 cu.ft. Electric Range with True Convection and Power Preheat MER8800HK MGR8800HK - Gas add \$111

Top Control Powerful Dishwasher with PowerBlast® Cycle MDB7959SHK







SAVE \$117 ON THE PACKAGE!



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!



MAYTAG[®]



FINGERPRINT RESISTANT STAINLESS STEEL KITCHEN







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

1.9 cu.ft. Compact Overthe-Range Microwave with Stainless Steel Cavity 5.3 cu.ft. Electric Range with Precision Cooking™ System MER6600FZ MGR6600FZ - Gas add \$111

Stainless Steel Tub Dishwasher with PowerBlast® Cycle

AMANA

STAINLESS STEEL KITCHEN SUITE



1.6 cu.ft. Over-the-Range Microwave with Add 0:30

999



4.8 cu.ft. Electric Range with Extra-Large Oven Window AER6303MFS AGR5330BAS - Gas

Stainless Steel **Dishwasher** with Triple Filter Wash System

irlpool 2 111712 Lolicay Saving on all Whirlpool Kitchen Appliances!

12 MONTHS SPECIAL FINANCING!

Whirlpool

Refrigerator with Dual Pad External Ice &

Water Dispenser

\$674 each



4.3 cu.ft. Top Load Washer with Deep Water Wash Cycle

7.0 cu.ft. **Electric Dryer** with Wrinkle Shield™ Plus

Whirlpool



4.5 cu.ft. Closet-**Depth Front Load** Washer with Load & Go™ Dispenser

7.4 cu.ft. Electric Dryer with Intuitive Touch Controls

MAYTAG[®]



4.7 cu.ft. Top Load Washer with Deep Fill Option & PowerWash® Cycle 7.0 cu.ft. Electric Dryer with Steam-**Enhanced Cycles**

Selling & Servicing Major Appliances in Tucson Since 1956

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

Rd CHRISTIE'S Co.

East Broadway



The Legal Limit MAX! Postcard

Anything bigger would be criminal.





14 INCHES WIDE

The LARGEST 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!"

MAYTAG°



4-PIECE CAST IRON BLACK KITCHEN SUITE

MSRP \$3976



25 cu.ft. Side-by-Side Refrigerator with Exterior Ice and Water Dispenser MSS25C4MGK





\$2799

6.4 cu.ft. Electric Range with True Convection and Power Preheat MER8800HK MGR8800HK - Gas add \$111

Top Control Powerful Dishwasher with PowerBlast® Cycle MDB7959SHK

MAYTAG[®]



FINGERPRINT RESISTANT STAINLESS STEEL KITCHEN



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



SAVE \$1247 ON THE PACKAGE!

1.9 cu.ft. Compact Overthe-Range Microwave with Stainless Steel Cavity 5.3 cu.ft. Electric Range with Precision Cooking™ System MER6600FZ MGR6600FZ - Gas add \$111 Stainless Steel Tub Dishwasher with PowerBlast® Cycle MDB49498HZ

STAINLESS STEEL AMANA KITCHEN SUITE

25 cu.ft. Side-by-Side Refrigerator with Dual Pad External Ice & Water Dispenser ASI2575GRS

4.8 cu.ft. Electric Range with Extra-Large Oven Window AER6303MFS AGR5330BAS - Gas

SAVE \$150 ON THE

1.6 cu.ft. Over-the-Range Microwave with Add 0:30 Seconds AMV2307PFS

Stainless Steel Dishwasher with Triple Filter Wash System ADB1400AGS

SAVE \$657 ON THE PACKAGE!

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

Artwork Version: 01LM4445WP Holiday



4.3 cu.ft. Top Load Washer with Deep Water Wash Cycle WTW5000DW

7.0 cu.ft. **Electric Dryer** with Wrinkle Shield™ Plus WED5000DW

& Go™ Dispenser WFW5620HW 7.4 cu.ft. Electric

4.5 cu.ft. Closet-

Depth Front Load

Washer with Load

SAVE \$180 ON THE

SHOWN WITH OPTIONAL PEDESTALS

Dryer with Intuitive Touch Controls WED5620HW

Selling & Servicing Major Appliances in Tucson Since 1956

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







each



4.7 cu.ft. Top Load Washer with Deep Fill Option & PowerWash® Cycle MVWB766FW

7.0 cu.ft. **Electric Dryer** with Steam-Enhanced Cycles MEDB766FW

*See store for complete details of all offers, financing and rebates. Visit maytag.com for warranty details. ⊕/™ © 2019. All rights reserved. HUB Pre-Approval XXXXXX. 01LM4445WP_Holiday cheitert @2019 Invigorate Media, LLC. All Rights Reserved. 800-770-5219.





MAYTAG°

FINGERPRINT RESISTANT STAINLESS STEEL KITCHEN

MSRP \$4246

\$2999



ON THE PACKAGE!







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

5.3 cu.ft. Electric Range with Precision Cooking™ System
MER6600FZ
MGR6600FZ - Gas add \$111

1.9 cu.ft. Compact Over-the-Range Microwave with Stainless Steel Cavity MMV1175JZ

Stainless Steel Tub Dishwasher with PowerBlast® Cycle
MDB49499HZ

Whirlpool

LAUNDRY PAIRS

\$674 each



4.3 cu.ft. Top Load Washer with Deep Water Wash Cycle wtwsooodw 7.0 cu.ft.
Electric Dryer
with Wrinkle
Shield™ Plus
wed5000dw

\$809 each



4.5 cu.ft. Closet-Depth Front Load Washer with Load & Go™ Dispenser 7.4 cu.ft. Electric Dryer with Intuitive Touch Controls WED5620HW

Selling & Servicing Major Appliances in Tucson Since 1956

CHRISTIES

CHRISTIES Co.

East Broadway

6355 E. Broadway at Wilmot • (520) 296-7218

*See store for complete details of all offers, financing and rebates. Visit maylag.com for warranty details. ®/™ © 2019. All rights reserved. HUB Pre-Approval XXXXXXX. 01JP4447WP_Holiday cheitert ©2019 Invigorate Media, LLC. All Rights Reserved. 800-770-5219.

KitchenAid°

\$1600



BY MAIL WITH PURCHASE OF SELECT KITCHENAID® BRAND APPLIANCES' Valid September 26 - December 31, 2019

12 MONTHS SPECIAL FINANCING!*

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 Crystat City, MO 63019

Artwork Version: 01JP4447WP_Holiday

-Alternate Jumbo Card-

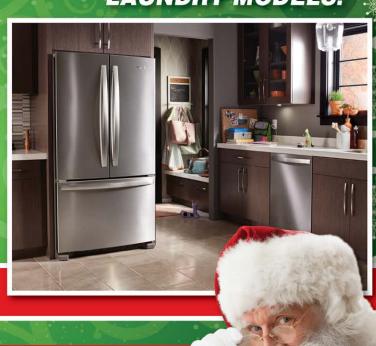
CHRISTIE'S Appliance Co.

HUGE SAVINGS

ON ALL KITCHEN & LAUNDRY MODELS!

HADDY HOLLIDAY SAVINGS

December 12th - 22nd



AMANA Whirlpool MAYTAG KitchenAid

Whirlpool

LAUNDRY PAIRS

\$674 each



4.3 cu.ft. Top Load Washer with Deep Water Wash Cycle wtwsooodw 7.0 cu.ft.
Electric Dryer
with Wrinkle
Shield™ Plus

\$809 each



4.5 cu.ft. Closet-Depth Front Load Washer with Load & Go™ Dispenser 7.4 cu.ft. Electric Dryer with Intuitive Touch Controls WED5620HW



*See store for complete details of all offers, financing and rebates. Visit maytag.com for warranty details. ®/™ © 2019. All rights reserved. HUB Pre-Approval XXXXXX JP4454WP_Holiday cheitert ©2019 Invigorate Media, LLC. All Rights Reserved. 800-770-5219.

KitchenAid°

\$1600



BY MAIL WITH PURCHASE OF SELECT KITCHENAID® BRAND APPLIANCES' Valid September 26 - December 31, 2019

12 MONTHS SPECIAL FINANCING!*

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 Crystat City, MO 63019

Artwork Version: JP4454WP_Holiday







1770 Hwy 395 Minden, NV 89423 775-782-5099

Artwork Version: LE4455WP

THURSDAY, DECEMBER 12TH 3PM-8PM

AMANA Whirlpool MAYTAG KitchenAid

Dear Friends & Family,

You are invited to our annual Holiday Headstart Private Sale!

5 HOURS ONLY!

Thursday, December 12th 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!

KitchenAid You could win a KitchenAid® Stand Mixer!





Preferred Friends ADMISSION TICKET

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

Name:

Address:

Phone:

Please present this ticket for admission to STORE NAME. One KitchenAid® Stand Mixer to be given away during the sale. Valid Thursday, December 12, 2019 ONLY.

Dealer Staff

ON CLOSEOUTS!

HAUL AWAY

Preferred Family

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

Name:

Address:

Phone:

Please present this ticket for admission to STORE NAME. One KitchenAid® Stand Mixer to be given away during the sale. Valid Thursday, December 12, 2019 ONLY.

*See store for complete details on all claims, offers, financing & rebales. ۴ © 2019. All rights reserved. HUB approval XXXXX, LE4455WP © 2019 Invigorate Media. 1-800-770-5219.

MODEL LIST: MONSTER MAILER

*Some models may not appear on smaller mailers

Prices are set at lowest co-opable prices. If you replace any of these models with models set at regular MAP, those can be priced 10% less.

Brand _	Maytag Kitchen	Package		MSRP_	\$3976	SALE PRICE _	\$2799
Brand _		_ Model # _	MSS25C4MGK	MSRP_		SALE PRICE _	
Brand _		_ Model # _	MMV4207JK	MSRP_		SALE PRICE	
Brand _		_ Model # _	MER8800HK or MC	GR8800HK	,	SALE PRICE	
Brand _		_ Model # _	MDB7959SHK	MSRP_		SALE PRICE	
Brand _	Maytag Kitchen	Package		MSRP_	\$4246	SALE PRICE _	\$2999
Brand _		_ Model # _	MFI2570FEZ	MSRP_		SALE PRICE _	
Brand _		_ Model # _	MMV1175JZ	MSRP_		SALE PRICE	
Brand _		_ Model # _	MER6600FZ or MG	R6600FZ		SALE PRICE	
Brand _		_ Model # _	MDB4949SHZ	MSRP_		SALE PRICE	
Brand _	Amana Kitchen	Package		MSRP_	\$2656	SALE PRICE	\$1999
Brand _		_ Model # _	ASI2575GRS	MSRP_		SALE PRICE _	
Brand _		_ Model # _	AMV2307PFS	MSRP_		SALE PRICE _	
Brand _		_ Model # _	AER6303MFS or A	GR5330BA	NS .	SALE PRICE	
Brand _		_ Model # _	ADB1400AGS	MSRP_		SALE PRICE	
Brand _	Whirlpool	_ Model # _	WTW5000DW	MSRP_	\$749	SALE PRICE	\$674
Brand _	Whirlpool	_ Model # _	WED5000DW	MSRP_	\$749	SALE PRICE	\$674
Brand _	Whirlpool	_ Model # _	WFW5620HW	MSRP_	\$899	SALE PRICE	\$809
Brand _	Whirlpool	_ Model # _	WED5620HW	MSRP_	\$899	SALE PRICE _	\$809
Brand _	Maytag	_ Model # _	MVWB766FW	MSRP_	\$999	SALE PRICE	\$899
Brand _	Maytag	_ Model # _	MEDB766FW	MSRP_	\$999	SALE PRICE	\$899



Monster Mailer • Legal Limit Max • Jumbo Postcard • Letter

Order Form

Email orders to: ORDER@InvigorateMedia.com

or Fax orders to: **636-794-3223**Sales: **1-800-770-5219** Doug Nelson or Bill Menkhus

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Busir	ness Name:			_ Contact N	ame:				
Addr	ess:		City:			State: _	Zip:		
Phon	ie:	Cell:		Ema	ail:				
Buyir	ng Group:		Wh	irlpool Rep:					
Whir	r ipool Dealers - Wa	ant us to file your HU	B co-op paperwork o	n your beha	If? YES	!			
	-	sive? TYES! HUB I		•			sword:		
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Step 1	Step Sale Dates Please List Artwork Ve						sion Number		
	Indicate your sa	le dates here:		Artwork Version in white address panel, ie Version: LL2041WP; 01MM954X)					
		Indicate number here:							
	Do you want '	"Scratch Off" Pro	omo? 🛘 Yes 🗖	No (Scrat	ch Off Pron	no: Add 3 (cents per mailer)		
Step	Quantity Single	Family Homes: Sel	ect One	<u>.</u>	Jumbo Pos	stcard Pri	cing:		
3	Monster Mailer	1. 5,000 - \$2,44	3 2 . 10,000 - \$4,	139 [1. 1,000	- \$799	2. 2,000 - \$1,399	9	
	Legal Limit MAX	(! 1. 5,000 - \$2,54	3 🗖 2 . 10,000 - \$4,5	339	3. 3,000	- \$1,799	4. 4,000 - \$2,099	9	
	Letter (8.5"x11")	1. 5,000 - \$2,44	3 2. 10,000 - \$4,	139	5. 5,000	- \$2,293	6. 10,000 - \$3,85	39	
		s, ADD: MONSTER - 3 - 36.9¢ each (on quantiti							
Step	Financing & Spe	ecial Offers: All offe	ers are solely the r	etailer's re	esponsibil	<i>ity.</i> ie. Fina	ncing, Rebates, Free De	elivery,etc.	
Financing & Special Offers: All offers are solely the retailer's responsibility. ie. Financing, Rebates, Free Financing offer terms - # of Months ie. 6, 12, 18; With Payments? YES or NO; Minimum Purchase:						nimum Purchase: \$_			
List your special offers here:									
Step	Signature (REOL	IIRED)•			(Your order	will not be	processed without a	signatura)	
5	Signature (REQUIRED): (Your order will not be processed without a signature) Invigorate Media has no responsibility for, nor may payment be contingent upon, availability of featured merchandise. Invigorate Media shall not be responsible for nondelivery or							•	
(damage to printed material	s owing to acts of God, strikes, e subject to change without no	shipping failures, timeliness of						
Step 6	Select ONE: □1	. Zip Codes - Com	plete Below O	R □ 2. L	et us run a	a radius a	round your store		
	Call us	for free cons	ultation on se	electing	your n	nailing	list		
1.		2.	3.		4.		5.		
6.		7.	8.		9.		10.		
Pricing Includes: \$50,000* Household Median Income									
• Single Family Home Mailing List Monster 10.5" x 17" • Legal Limit Max! 11" x 14" • Jumbo Postcard 6" x 9" • Letter 8.5" x 11" • Single Family Home Postage									
		/Letter: Targeted Homeowner cowner Income List OR Dealer's		ner List: Add 5¢			Add'l SCFs: Add \$100		

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 [mailto:coop@whirlpoolhub.com]

Sent: Monday, October 28, 2019 1:52 PM To: steven_menkhus@invigoratemedia.com

Cc: LMcShane@360incentives.com; lmcshane@whirlpoolhub.com

Subject: Whirlpool Corporation Advertising Compliance Review Approved

000INVIGPA

Your Reference Comments: 01LM4445WP_Holiday

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: 236013

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.