

**ViPRO**

**VIESMANN**

Viessmann ViPRO Contractor Program

**Become A ViPRO Today.**



Heating Systems ◀  
Industrial Systems  
Refrigeration Systems

# ViPRO = Viessmann PROfessional Contractor

Grow your Viessmann business, increase your competitiveness, strengthen your professional knowledge, bolster your technical expertise and reap greater rewards and success as a ViPRO.

Ready for the best? Become a **ViPRO** today.

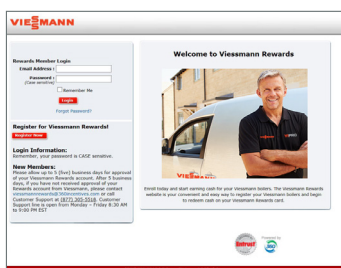
**Contact your local Viessmann Territory Sales Manager to apply.**



The more you install, the more you earn with the Viessmann Visa® Prepaid card.

Use your Visa Prepaid card anywhere Visa debit cards are accepted in the United States and U.S. Territories.

The card may not be used at any merchant, including internet and mail or telephone order merchants, outside of the United States and U.S. Territories. Card is issued by The Bancorp Bank, Member FDIC, pursuant to a license from Visa U.S.A. Inc.



Product registration is quick and easy online.

## Welcome to the ViPRO Program.

The Viessmann ViPRO Program is an exclusive annual membership program dedicated to rewarding and supporting ViPROs, Viessmann's best trained and most experienced mechanical contractors in the US, for their loyalty. Viessmann invites qualified mechanical contractors who are passionate to sell, install and service Viessmann equipment to become ViPROs and join this exclusive business-building national program from Viessmann. Membership in the ViPRO Program is FREE to qualified and eligible mechanical contractors.

## Requirements to be a ViPRO:

- Licensed, full time contractor with all necessary licenses required by all local, municipal and government authorities having jurisdiction over them.
- Contractor who has maintained a mechanical contractor license for at least 5 years.
- Contractor who has worked with Viessmann products for at least 3 years.
- Contractor who is actively engaged in continuing education programs sanctioned by NATE (North American Technician Excellence) or the equivalent thereof.
- Equipped with Service Technicians who work with Viessmann products and are trained or have direct access to someone who is trained on the Viessmann products being installed or serviced.
- Contractor who has a company website.
- Contractor who offers 24-hour support 7 days a week or an emergency service contact number available.
- Contractor whose Service Technicians are properly equipped with calibrated diagnostic tools such as combustion analyzers, gas pressure manometers and electrical meters.
- Contractor is in good standing with their customers, employees and local Viessmann Territory Sales Manager.

## Annual membership renewal requirements:

- The agreed upon number of service technicians in the ViPRO member company participate in training on new and current Viessmann products
- Purchase and register a minimum of 5 eligible Viessmann products in the Rewards program in the preceding 12 months
- Submit 2 Wall of Fame stories
- Complete bi-annual ViPRO surveys
- Display the Viessmann logo and link to Viessmann website on company website
- Actively promote Viessmann products
- Maintain good standing as a business with customers, employees and local Viessmann Territory Sales Manager

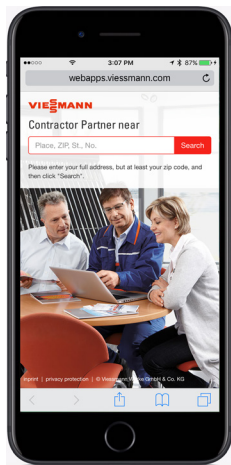
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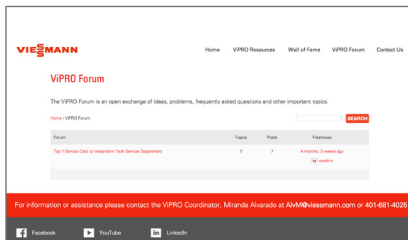
# ViPRO = Viessmann PROfessional Contractor



Train with the best at Viessmann Academy



Enhance your advertising and customer leads with a listing on the Viessmann US online contractor locator.



Share your knowledge with the best on the ViPRO Forum.

## Viessmann Rewards Program

**Enroll today and start earning rewards with your new Viessmann Visa® Prepaid card.** Use the Viessmann Rewards card everywhere VISA debit cards are accepted. The Viessmann Rewards program incentivizes qualified mechanical heating contractors who continuously install Viessmann boilers. See program details on back cover.

## ViPRO Growth Program

**Sell More, Install More and Earn More.** ViPRO Contractors earn even more in the ViPRO Growth Program. See program details on back cover.

## Exclusive Promotions

**ViPRO Worthy Promotions.** ViPRO contractors are eligible for special promotions designed to create greater rewards and business growth. Once you are approved to be a ViPRO Contractor, you will have access to an exclusive ViPRO website where you will find details on all current promotions.

## Training

**Higher Learning Means Higher Profits.** The Viessmann Academy provides ViPRO's with an unmatched competitive edge in professional training. From in-depth, hands-on, interactive product instruction from Viessmann experts to professional sales, business management and marketing seminars conducted by seasoned industry pros to e-learning with online webinars on a variety of relevant topics, ViPRO's stay on the cutting edge of knowledge with state-of-the-art training. New curriculum is added on an ongoing basis.

## Contractor Locator

**Expand Your Business Reach. Engage More Customer Prospects.** ViPRO Contractors are automatically listed on Viessmann's online contractor locator. Capture sales leads from prospective customers searching for heating contractors and heating help in your area when they visit [viessmann.com](http://viessmann.com) to find your business on our contractor locator.

## Extended Warranty

**Your customers will sleep well at night with the protection of Viessmann's Extended Warranty.** Viessmann's Extended Warranty is offered exclusively to ViPRO Contractors who purchase the Extended Warranty directly from Viessmann on behalf of their customer. Products covered in Viessmann's Extended Warranty: Vitodens 100, Vitodens 200, Vitodens 222 and Vitocrossal 300 CU3A, all sizes.

## ViPRO Forum

**Share Your ViPRO Knowledge. Learn With The Best.** The ViPRO Forum is an open exchange of ideas, problems, frequently asked questions and other topics to weigh in on, share and learn from your peers and Viessmann experts. Topics include the Top Service Calls to Viessmann's Tech Service Department, Trouble Shooting Tips and more.

## Wall of Fame

**A Proud Showcase For Exposure and Education.** Feature your best installations on the ViPRO Wall of Fame. Share your pride on this national platform and help other contractors gain valuable knowledge from your work. Submit your project story to the Wall of Fame for a chance to be featured on our website and/or social media platforms. Contests will be conducted throughout the year!



**Rewards Worthy Of Your Hard Work.  
Get The Cash Rewards You Deserve.**

**Viessmann Visa® Prepaid card**

The Viessmann Visa® Prepaid card is issued to the owner of the business. One Viessmann Visa® Prepaid card per ViPRO business. New Viessmann Rewards members must register 4 eligible Viessmann products for a total of \$100 in 2018 to activate the Viessmann Visa® Prepaid card. Upon activation, the \$100 is redeemable on the Viessmann Visa® Prepaid card. Eligible products installed after January 1, 2018 qualify for the 4 product requirement.

Register your Viessmann products online and redeem your rewards today. Manage your account via smart phone, tablet or computer; check your account balance and track registrations. Enrollment is FREE.

Use your Visa Prepaid card anywhere Visa debit cards are accepted in the United States and U.S. Territories. The card may not be used at any merchant, including internet and mail or telephone order merchants, outside of the United States and U.S. Territories. Card is issued by The Bancorp Bank, Member FDIC, pursuant to a license from Visa U.S.A. Inc.

**Eligibility for Viessmann Rewards:**

Eligible Viessmann boilers must be purchased between October 1 of the previous year and December 31 of the current year. All must be installed between January 1 and December 31 of the current year. Boiler serial number and installation date must be provided. Projects with multiple boiler installations are not be eligible for Viessmann Rewards. It is at the sole discretion of Viessmann to determine what is considered a project.

**Rewards Program Payout**

THRESHOLD TO BE MET BEFORE RECEIVING A CARD: \$100

Eligible Boilers	Size	Payout
Vitodens 100	All	\$25
Vitodens 200	All	\$25
Vitodens 222	All	\$25
Vitocrossal 300 - CU3A	All	\$25
Vitorond 100	All	\$25

**ViPRO Growth Program (ViPRO Members Only)**

To be eligible, all boilers must be registered and verified. Eligible Boiler Models for the ViPRO Growth Program [All Sizes]:

**Vitodens 100, Vitodens 200, Vitodens 222, Vitocrossal 300 - CU3A, Vitorond 100**

<b>Boilers 1-25</b>	Initial \$25 Rewards Program Pay Out for each
<b>Bonus Pay Out for reaching 25 threshold</b>	An additional \$25 per boiler will be rewarded for the first 25 boilers [ \$25 x 25 boilers ] - A lump sum of \$625
<b>Boilers 26-50</b>	Initial \$25 Rewards Program Pay Out for each
<b>Bonus Pay Out for reaching 50 threshold</b>	DOUBLE THE BONUS! Earn \$50 for the last 25 boilers [ \$50 x 25 boilers ] - A lump sum of \$1250
<b>Boilers 51-75</b>	Initial \$25 Rewards Program Pay Out for each
<b>Bonus Pay Out for reaching 75 threshold</b>	TRIPLE THE BONUS! Earn \$150 for boilers 51 to 75 [ \$150 x 25 boilers ] - A lump sum of \$3,750
<b>Boilers 76 forward</b>	Initial \$25 Rewards Program Pay Out for each

**Program Details, Rules and Regulations**

Projects with multiple boiler installations are not eligible for Viessmann Rewards or the ViPRO Growth Program. It is at the sole discretion of Viessmann to determine what is considered a project. ViPRO Growth Reward Lump Sum Bonus pay outs are paid within 2 weeks after the last day of each quarter. The last day of each quarter are: March 30, June 31st, September 30th and December 15th. The ViPRO Growth Program includes 3 thresholds - 25 boilers, 50 boilers and 75 boilers only. The ViPRO Growth Program will reset each calendar year. Eligible Products must be registered and verified within the calendar year to be counted towards the current ViPRO Growth Program. No boiler registration will roll over year to year.

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Viessmann Manufacturing Company (U.S.), Inc  
45 Access Road  
Warwick, RI 02886  
1-888-288-0667  
viessmann.com