

The **FALL SALE** is being extended! We are offering up to three smart home devices FREE with a new CPI home security system. (Limit 2 Video devices with the Fall Sale. **A new customer may upgrade to a third video device for full retail price.** The *inTouch* Doorbell camera is a video device option.)

**PRODUCT ANNOUNCEMENT:** The *inTouch* 128 will be replacing the R2 for Residential. **The panel is NOT eligible for the Pick 1, Pick 2 or Pick 3 packages.**

\**inTouch* 128 Panel with LCD Keypad can be upgraded to the LCD Keypad for a 7" Touchscreen Keypad, add \$100

The **BHAO Updated Special** starts this week with the BHAO Connected Home Video Package activation fee being waived to \$0! The **BHAO Connected Home Package** activation fee has been waived. Promo code: CHP1 & **BHAO Connected Home Video Package** activation fee has been lowered to \$0. Promo code: BHAO1

### Package/Promo Changes:

- Fall Sale change - up to three smart home devices FREE with a new CPI home security system. (Limit 2 Video devices with the Fall Sale. A new customer may upgrade to a third video device for **full retail price**. The *inTouch* Doorbell camera is a video device option.)
- The *inTouch* 128 package has been added below
  - **The panel is NOT eligible for the Pick 1, Pick 2 or Pick 3 packages.**
- **Term agreement requires minimum 39-month agreement (Cash or SmartPay)**
- Month-to-month is the only option for new customers that want to waive credit or with credit terms "no financing available"
- Please make sure you're using the appropriate package code in Salesforce and the designated promo code for the device incentives listed.
- The **BHAO Updated Special** starts this week with the BHAO Connected Home Video Package activation fee being waived to \$0!
  - The **BHAO Connected Home Package** activation fee has been waived. Promo code: CHP1
  - **The BHAO Connected Home Video Package** activation fee has been lowered to \$0. Promo code: BHAO1

### Offer Details:

- Valid: October 20, 2020 – October 26, 2020
- Installed by: Next available or by November 6, 2020

### For New Customers that are homeowners with approved credit you can offer the following incentives:

- If a closing tool is offered for the *inTouch* 128, Essentials +, Pick 1, Pick 2, Pick 3 packages a 39-month agreement is required. Promo code: FIRE36
- If proof of homeownership cannot be verified the customer type will be adjusted to Renter and the agreement will need to be reworked with specific renter package/pricing.
- If the customer chooses to pay cash up front, you may offer one door/window sensor with any \$499 package and above. Promo code: BONUS
- Month-to-month is the only option for new customers that want to waive credit
- **Remove credits** cannot be combined with any other incentives or closing tools. No Exceptions!

Package Details	LTO Essentials*	Essentials	<i>inTouch 128</i>	Essentials +	Pick 1	Pick 2	Pick 3
<b>Package Code:</b>	<b>LTES102020</b>	<b>ES102020</b>	<b>IT102020</b>	<b>EP102020</b>	<b>P1102020</b>	<b>P2102020</b>	<b>P3102020</b>
<b>Panel Available:</b>	E3 Panel	E3 Panel	<i>inTouch 128*</i>	Smart Hub Glass Panel	Smart Hub Glass Panel	Smart Hub Glass Panel	Smart Hub Glass Panel
<b>Door/Window Sensors:</b>	3	3	4	4	4	4	4
<b>Motion Detector:</b>	1	1	1	1	1	1	1
<b>Closing Tool:</b>	Fire Communicator can be offered as a Closing Tool for \$34.99 rate	Fire Communicator can be offered as a Closing Tool for \$34.99 rate	Fire Communicator	Fire Communicator	Fire Communicator	Fire Communicator	Fire Communicator
<b>Home Automation / Video Included:</b>	180 Camera available for retail purchase.  Not eligible for any additional Home Automation/Video.	181 Camera available for retail purchase.  Not eligible for any additional Home Automation / Video.	All HA devices are sold separately	N/A	<b>Pick From:</b> <i>inTouch</i> Interior Camera (IVAN enabled 523), <i>inTouch</i> Outdoor Camera (IVAN enabled 723), <i>inTouch</i> Doorbell Camera, Touchscreen Door Lock, Garage Controller, <i>inTouch</i> Thermostat  <b>Maximum 2 Video Devices included in Pick 3 Option. (The <i>InTouch</i> Doorbell camera is a video device option)</b>		
<b>Term Agreement Minimum 39 months (SmartPay or Cash)</b>	<b>\$99* with 39 Month Terms Agreement</b>	<b>\$399</b>	<b>\$499</b>	<b>\$499</b>	<b>\$499</b> <b>SALE: \$399</b>	<b>\$699</b> <b>SALE: \$499</b>	<b>\$899</b> <b>SALE: \$499</b>
<b>Month to Month Package Price (Cash Only):</b>	<b>N/A</b>	<b>\$899</b>	<b>\$999</b>	<b>\$999</b>	<b>\$999</b>	<b>\$1,199</b>	<b>\$1,399</b>
<b>Monthly Monitoring Guidelines:</b>	Customer must have svc+ at \$34.99	\$29.99 without svc+	<i>If 1st device is Home Automation or Doorbell - \$49.99</i>  <i>One Interior or Exterior Camera - \$49.99 (doorbell/ha can be added with no additional increase per month)</i>  <i>Any additional Interior, Exterior Camera, or SVR adds \$5.00 per month</i>	\$39.99 with svc+	- If 1st device is Home Automation or Doorbell - \$39.99  - Up to 3 video devices - Interior or Exterior Camera - \$49.99 (Doorbell/HA can be added with no additional increase per month)  - 4 <sup>th</sup> video device and above adds \$5.00 per device / per month		

\**inTouch 128* Panel with LCD Keypad can be upgraded to the LCD Keypad for a 7" Touchscreen Keypad, add \$100

## Renter Package:

### Offer Details:

- Additional devices can be sold a la carte with the Essentials + and Pick 1 Package.
- Renters do not qualify for Smart Pay, only option available is MTM.
- If a closing tool is offered use promo code: FIRE36

### Current Incentives:

- Renters do not qualify for any current incentives.

Renter Package Details	Essentials	Essentials +	Pick 1
<b>Package Code:</b>	<b>ESR102020</b>	<b>EPR102020</b>	<b>P1R102020</b>
<b>Panel Available:</b>	E3 Panel	Smart Hub Glass Panel	Smart Hub Glass Panel
<b>Door/Window Sensors:</b>	3	4	4
<b>Motion Detector:</b>	1	1	1
<b>Closing Tool:</b>	Fire Communicator can be offered as a Closing Tool for \$34.99 rate	Fire Communicator	Fire Communicator
<b>Home Automation / Video Included:</b>			<b>Pick 1</b>
<b>Home Automation / Video Available:</b>	180 Camera available for retail purchase.  Not eligible for any additional Home Automation/Video.		<b>Pick From:</b> <i>inTouch</i> Interior Camera (IVAN enabled 523), <i>inTouch</i> Outdoor Camera (IVAN enabled 723), <i>inTouch</i> 180 Camera, <i>inTouch</i> Doorbell Camera, Touchscreen Door Lock  <b>Each Exterior Cam or 180 Cam = +\$75 to Package Cost</b>
<b>Package Price:</b>	<b>\$899</b>	<b>\$999</b>	<b>\$1,199</b>
<b>Monthly Monitoring Guidelines:</b>	<b>\$29.99</b> without svc+  <b>\$34.99</b> with svc+  (If customer adds up to 2 180 cameras, Monthly Monitoring increases to <b>\$44.99</b> , any additional <b>+\$5.00</b> per month per device)	<b>\$39.99</b> with svc+	- If 1 <sup>st</sup> device is Home Automation or Doorbell <b>\$39.99</b>  - One Interior or Exterior Camera- <b>\$49.99</b> (Doorbell/HA can be added with no additional increase per month)  - Any additional Interior, Exterior Camera, or SVR adds <b>\$5.00</b> per device per month

## BHAO Offer

### Announcing the Updated Special!

#### Offer Details: PACKAGE ONLY AVAILABLE ON CPI INSTALLED CONNECTED HOME PACKAGES

- Valid: October 20, 2020 – October 26, 2020
- Installed by: Next available or by November 5, 2020
- BHAO Updated Special**
  - The **BHAO Connected Home Package** activation fee has been waived. Promo code: CHP1
  - The **BHAO Connected Home Video Package** activation fee has been waived to \$0. Promo code: BHAO1
- Can NOT sell devices a la carte without a package
- Additional devices sold above the packages can be sold at retail price
- Activation Fee can be financed if Smart Pay is selected
- Credit Check Required
  - If in the \$2000, \$900, \$500 credit tiers, activation fees below apply.
  - If in the "No Financing Available" credit result or the customer prefers no credit pull, customer must pay everything upfront and go MTM.

#### BHAO Current Incentives:

- If the customer chooses **to pay cash up front**, you may offer one door/window sensor with any total investment of \$499 and above. Write BONUS as a promo item at the bottom of the contract.
- The only closing tool available on this package is the fire communicator as stated below.

Package Details	Connected Home Package	Connected Home Video Package
<b>Package Code:</b>	<b>BH102020</b>	<b>BHV102020</b>
Panel Available:	CPI Smart Hub Panel paid by builder	CPI Smart Hub Panel paid by builder
Home Automation/Video Included:	CPI Doorbell Camera paid by builder	CPI Doorbell Camera paid by builder
Door/Window Sensors:	4	4
Motion Detector:	1	1
Closing Tool:	Fire Communicator	Fire Communicator
Video Available:		1 Interior or Outdoor Camera
<b>Activation Fee:</b>	<b>\$99</b> <b>SALE: \$0</b> Promo Code: CHP1	<b>\$199</b> <b>SALE: \$0</b> Promo Code: BHAO1
Contract Terms:	Terms Agreement - 39 Months	Terms Agreement - 39 Months
Monitoring Rate:	\$39.99	\$49.99
Smart Pay:	Eligible above \$499	
MTM:	Pay Cash Upfront - \$399 Package	Pay Cash Upfront - \$499 Package

## Business Solutions Offers

The *inTouch* 128 Pro for Business Solutions has been released and we wanted to share the offers that are available. The offer grid has been updated below, and a new pricing sheet has been attached to this email. Please note, on the attached price sheet there are two different pages for SmartHub device pricing and *inTouch* 128 Pro device pricing.

### Offer Details:

- Valid: October 20, 2020 – October 26, 2020
- Installed by: Next available or by November 5, 2020

### Available Incentives:

- \$100 off any Business Solutions SmartHub Pro Package
- When offering this discount use promo code: BIZ0818

Package Detail	Hardwired Security	Hardwired Security w/ Video	SmartHub Pro	SmartHub Pro w/ Video
<b>Package Code:</b>	<b>BSH102020</b>	<b>BSHV102020</b>	<b>BSP102020</b>	<b>BSPV102020</b>
<b>Panel Available:</b>	<i>inTouch</i> 128 Pro & LCD Keypad	<i>inTouch</i> 128 Pro & LCD Keypad	SmartHub Pro Panel	SmartHub Pro Panel
	<b>Upgrade to 7" Touchscreen Keypad for \$99</b>			
<b>Door/Window Sensors or Holdup Button:</b>	2 Hardwired	2 Hardwired	2 Hardwired*	2 Hardwired*
<b>Motion Detector:</b> Upgrade to warehouse motion for \$125	1 Hardwired	1 Hardwired	1 Wireless	1 Wireless
<b>Glassbreak Detector:</b>	1 Hardwired	1 Hardwired	1 Wireless	1 Wireless
<b>Video Included:</b> Interior POE Cameras (726/826)		2 Upgrade to Ext Cam for \$100 each		2 Upgrade to Ext Cam for \$100 each
<b>Connection Fee:</b>	<b>\$299</b>	<b>\$299</b>	<b>\$299</b>	<b>\$299</b>
<b>Contract Terms:</b>	<b>39 Months</b>	<b>39 Months</b>	<b>39 Months</b>	<b>39 Months</b>
<b>Monthly Monitoring Guidelines:</b>	<b>\$49.99</b>	59.99 Plus \$5/mo per additional camera	<b>\$49.99</b>	59.99 Plus \$5/mo per additional camera