

Extended Service Agreements

How to Complete the
Registration Process and
Prepare the Dealer to Sell the
Asure™ & GoodCare® ESA's



Extended Service Agreements

During Today's Webinar We Will Discuss...

- Asure™ & GoodCare® ESA Program Offering
 - Regularly Priced Parts and Labor Program
 - Discounted Parts & Labor Program
- The Asure™ & GoodCare® Branded Program
 - Why is the Program Not Whirlpool® Branded?
 - ESA Literature – Dealer & Consumer
 - Regulated and Non-Regulated States and the form requirements
 - Florida will be covered at the end of the presentation
 - What is the difference in Asure™, GoodCare®, AsureCare CorpSM Asure™ and GoodCare®?
 - When to use the Asure™ or GoodCare® Program
- How to Register the Dealer to Sell and Service Asure™ & GoodCare® Extended Service Agreements
 - How to Complete the Servicer Agreement
 - Which Forms Should My Dealer Use to Sell ESA's?

Extended Service Agreements

ESA Program Offering

- Easy to Sell
- Competitively Priced
 - Seasonal Specials
- Various combinations of 5 year & 10 year Parts and Labor combinations
 - Individual Components can be combined to cover system
 - Condensers and Heat Pumps
 - Furnaces and Air Handlers
 - Evaporator Coils
 - Packaged Units
 - Parts Only
 - 5 Year
 - 10 Year
 - Labor Only
 - 5 Year
 - 10 Year
 - 2 Year Labor Coverage for New Construction
 - 99 year Compressor and 10 Year Parts
- ESA Contracts are not in effect until the selling branch is invoiced for the contract

Extended Service Agreements

Why Not Brand the ESA Program Whirlpool®?

- The ESA Program belongs to the Manufacturer not a Third Party Provider like Service Net® (formerly Equiguard)
- To remove or replace logo's on any already approved document is considered a form change requiring legal approval from each state
- All ESA Programs require the approval of Insurance Commissioners in all States
- Process to Re-Brand is very expensive and time consuming
 - Would require specialized attorneys - \$200,000 to \$300,000
 - Requires approval and response from each state's insurance commissioner – 12 to 18 months

Extended Service Agreements

- ESA Program Literature
 - Dealer and Consumer Literature for both the Asure™ and GoodCare® Program
 - Literature can be obtained from your Marketing Department or Tradewinds using the Literature Order Form
 - Literature Order Form is found on www.whirlpoolcomfort.com



Extended Service Agreements

Requirements of Dealer

- Dealer should read and fully understand the Authorized Servicer Agreement (EWASA-01)
- Complete and Sign the Authorized Servicer Agreement EWASA-01 form in its entirety
- Include the Federal Employer ID Number
 - Or a Social Security Number if not available
- Record the hourly labor rate according to the schedule included with the EWASA-01 Authorized Servicer Agreement
- Dealer must maintain a comprehensive general liability insurance of not less than \$250,000 naming the distributor and Goodman Manufacturing as “additional insured's”
- Dealer must use OEM factory parts to make repairs under this agreement
- All repairs have a 31 day warranty
- Return Completed Originals to Tradewinds

(Copies or faxed copies will not be accepted)

Dealer Registrations
c/o Tradewinds
14610 Breakers Drive
Jacksonville, FL 32258



Goodman Authorized Servicer Agreement

This Goodman Authorized Servicer Agreement ("Agreement") is entered into by and between Dealer ("Dealer" or "Servicer") (as named in Section 10 herein), Authorized Goodman Distributor ("Distributor"); and Goodman Manufacturing Company, L.P. and/or Goodman Company, L.P. ("Goodman.") The parties hereto agree as follows:

1. **GRANT:** Distributor and Goodman hereby appoint Dealer as an Authorized Servicer, authorized to sell and install Goodman manufactured air conditioning and heating equipment and to offer for sale Goodman's GoodCare and/or Asure Service Agreements, (whichever brand(s) may be available to the Dealer through the Distributor), to property owners for said equipment, for the normal service area of the Dealer as set forth in Section 10.
2. **DISTRIBUTOR AND GOODMAN AGREE:**
 - A. That Dealer may indicate in its advertising that it is an Authorized Goodman Servicer, but this shall in no way constitute Dealer as an agent of Goodman or Distributor, nor will Dealer hold itself out as an agent of these parties. The parties hereto acknowledge that each is relying upon its own expertise in discharging its obligations under this Agreement.
 - B. To furnish available technical information for Goodman manufactured products.
 - C. To make service replacement parts available to Dealer.
 - D. To make available product service training and provide technical assistance to Dealer.
 - E. To make recommendations for a functional parts stock to be carried by Dealer.
 - F. To make available GoodCare and/or Asure Program materials for Dealer's use including, but not limited to, standardized consumer service agreement applications.
3. **DEALER AGREES TO:**
 - A. Forward to Goodman properly completed and executed GoodCare and/or Asure Service Agreement applications within 15 business days of an applicable sale to a customer. All applications submitted by Dealer must be for a contract type and serial number previously purchased by Dealer from Distributor.
 - B. Render service in a prompt, professional and workmanlike manner.
 - C. Charge normal hourly labor rate, "street rate," for repairs and component replacement work, excluding travel time.
 - D. Provide prompt available service to customers in its servicing area according to the terms of all written warranties and GoodCare and/or Asure Extended Service Agreements. When service is essential to the health or safety of the property dweller, Dealer will make every reasonable effort to provide service within 24 hours after receiving report of a claim.
 - E. Perform prompt service, whenever possible, using the following guidelines: Calls received before noon are schedule for completion by noon the following day. Calls received at noon or after are scheduled for completion by 5:00 pm the following day.
 - F. Use only approved Goodman parts in the service of products and to stock a minimum of functional parts as recommended by Goodman. Service repairs using non-Goodman parts are not reimbursable.
 - G. Use only standardized contract applications as supplied by Distributor.
 - H. Adhere to all Goodman Customer Service Policies as published and/or set forth from time to time during the period of this Agreement.
 - I. Adhere to the schedule of warranty service rate classes as published in the current GoodCare and Asure Dealer Information Guides. Goodman reserves the right to change warranty service rate classes during the term of this Agreement.
 - J. Warrant all service repairs for a period of 31 days. Additional service repairs to the same serialized unit within a 31-day period of the initial repair are not reimbursable.
 - K. Submit claims promptly and in such form and detail as may be specified by current Goodman warranty claim policy.
 - L. Return to Distributor, as may be required by current service policy, all warranty parts replaced by Dealer under the provisions of this Agreement. All warranty claims must be completed and submitted in a manner as prescribed by Goodman.
 - M. Comply with all applicable laws and with all rules and regulations promulgated thereunder.
 - N. Hold Distributor and Goodman harmless from any and all damages arising out of or occasioned by negligent, faulty, or improper installation of parts or repair of products by Dealer, or failure by Dealer to comply with the provisions of this Agreement or for any losses and/or claims, including but not limited to workmen's compensation matters, arising out of Dealer's activities hereunder.
 - O. Not remove, disconnect or negate at any time any safety feature of any Product or any warning label related to any Product.
 - P. Immediately notify Distributor and Goodman in writing of any threatened litigation or claims involving Products alleged to be defective or to have caused injury to persons or property otherwise.
 - Q. Maintain comprehensive general liability insurance in an amount not less than \$250,000 and at the reasonable request of Distributor and/or Goodman, to name Distributor and Goodman as additional insureds under such policies.
4. **TRADEMARKS AND SERVICE MARKS:**
 - A. Dealer acknowledges the exclusive property rights of Goodman in and to all trademarks and service marks and the validity of all registrations thereof. Dealer agrees to not use any trademark, service mark, or combination of such in Dealer's trade or corporate name. Dealer further agrees that it will not impair or otherwise adversely affect the trademarks or service marks or validity thereof or their registration.
 - B. Upon termination of this Agreement, Dealer agrees to remove from its premises and all its vehicles all signs, insignias and other sales promotional names or material which in any way displays the trademarks and/or service marks that are related to this Agreement and to thereafter discontinue their use.
5. **WARRANTY:** Dealer, its agents or employees, are not authorized to make nor shall they make any warranty or representation as to any Product or extended service coverage other than any which specifically appears in the Product Warranty documents and in the Terms and Conditions of the GoodCare or Asure Extended Service Agreement.

EWASA--01

July, 2005

Send Original Copy to:
Dealer Registrations
c/o Tradewinds
14610 Breakers Drive
Jacksonville, FL 32258



6. GENERAL PROVISIONS:

- A. Any service repairs made by Dealer after the expiration of a GoodCare or an Asure Extended Service Agreement shall be at customer's expense. Owner's responsibilities are outlined in the Owner's Use and Care Manual, Product Warranty Certificates and GoodCare/Asure Extended Service Agreement Terms and Conditions.
- B. Dealer is an independent contractor and is responsible for its own taxes, unemployment compensation, worker's compensation, and other costs of doing business. No part of Dealer's expense in the conduct of its business will be borne by Distributor or Goodman.
- C. No waiver of Distributor of any default or breach of any of the terms or conditions of this Agreement by the Dealer shall constitute a waiver of any prior or subsequent default or breach hereunder.
- D. If any provision of this Agreement is held to be illegal, invalid, or unenforceable under present or future laws, the legality, validity, and enforceability of the remaining provisions of this Agreement shall not be affected thereby, and this Agreement shall be liberally construed so as to carry out the intent of the parties to it.

7. TERM:

- A. This Agreement shall be effective upon execution by the parties hereto and the approval and acceptance by Goodman of the Servicer's labor rate, and shall continue in full force and effect until terminated as hereinafter provided.
- B. Either party upon ten (10) days written notice transmitted by certified mail, return receipt requested, may terminate this Agreement for any reason. This Agreement shall be automatically terminated and of no force and effect if Distributor ceases to be an authorized Distributor of Goodman Products. A additional Goodman Authorized Servicer Agreement shall be executed in the event Dealer enters into a Goodman Authorized Servicer Agreement with another Distributor.
- C. Neither Distributor, Goodman or Dealer shall by reason of termination of this Agreement, be liable to the other of any damages or injunctive relief of any kind, including but not limited to, compensation, reimbursement or damages on account of loss of prospective profits on anticipated sales or service, or on account of expenditures, investments, losses, or commitments in connection with the business or goodwill of Distributor or Dealer.

8. COMPLETE AGREEMENT: This Agreement contains the final and complete understanding governing the business relationship existing between the parties hereto and cannot be substituted, varied or modified in any manner except by written instrument duly signed by the parties hereto. This Agreement supersedes and cancels all prior Agreements, written or oral, including any prior Agreement between Distributor and Dealer or between Goodman and Dealer. The written terms herein cannot be explained, supplemented or contradicted by evidence of any prior Service Agreement, course of dealing or usage of trade.

9. AGREEMENT NOT ASSIGNABLE: This Agreement is personal to Dealer and is not assignable or delegable, directly or indirectly, to any third party. Any attempted assignment in violation of the terms of this paragraph shall constitute an automatic termination of this Agreement. This provision applies not only to an assignment in connection with the direct sale or transfer of Dealer's business, but also to any change in the ownership or control of Dealer's business.

Distributor's Customer Account Number	ServiceBench Account Number
Distributor's Dealer Account Number	Completed by Tradewinds

10. DEALER INFORMATION:

Company Name: ABC Heating and Air Conditioning Inc.
 Address: 1234 Maple Street
 City: Jacksonville State: FL ZipCode: 32250
 Telephone Number: (904) 555-1212 Fax Number: (904) 555-1213
 Cellular Number: (904) 555-1214 e-mail address: dealer@internet.com
 Type of Organization: Corporation Partnership Sole Proprietorship
 Federal Employer Identification Number: 12-3456-99
 Normal Hourly Labor Rate ("Street Rate") \$ 110.00 Service Radius (in miles): 50

IN WITNESS WHEREOF, the undersigned have executed this Agreement as of the 1st day of July, 2010.

DEALER: John Smith (Legal Signature)
 Signature
John Smith - President
 Name and Title (PLEASE PRINT)

DISTRIBUTOR: Your Company
Joe S. Bankingtonit - Region Sales Manager
 By: Name and Title

GOODMAN WARRANTY DEPARTMENT USE ONLY	
Labor Rate Approved	<u>Leave Blank</u>
Agreement Set-Up Date	<u>Leave Blank</u>
Leave Blank	
Reviewed and Approved	

EWASA--01

July, 2005

Send Original Copy to:
 Dealer Registrations
 c/o Tradewinds
 14610 Breakers Drive
 Jacksonville, FL 32258



Extended Service Agreements Sold in Regulated States

- **The Regulated States** are Florida, South Carolina, Oklahoma, Wyoming, & Washington State
- **All Regulated States** require the AsureCareSM Corp. Forms (See the header of the form)
- For Whirlpool GoldTM Product or a system that is mixed with Whirlpool GoldTM and Whirlpool[®] use:
AsureCareSM AsureTM Form P/N (ACCA-03A)
- For Whirlpool Product use:
AsureCareSM GoodCare[®] Form P/N (ACCA-03G)

Special Attention

- **Oklahoma law** does not allow the sale of Discounted ESA's by anyone, all are sold at the normal selling price.
- **Florida** law requires the dealer to sell the ESA for no less than the dealer pays for the plan and must disclose on the contract application the selling price to the consumer.

Extended Service Agreements Sold in Regulated States

- **Florida law requires the signature of the consumer** on the ESA Contract Application.
- **Florida law** requires additional information from the dealer
- We will cover more in depth the strict requirements for Florida at the end of this presentation.

In all States, only the Signed Original copy of the Contract Application can be accepted at Tradewinds for processing.

Extended Service Agreement Contract Application for Regulated States

ASURECARESM
CORP.

7401 Security Way
Houston, Texas 77040

Asure
EXTENDED SERVICE PLAN

34-536200

Contract Date _____ Sale Date of ESA _____ Installation Date _____ Actual Equipment Installation Date _____ [Control Number]

This is an application only for an Asure Extended Service Agreement (the "Agreement"). The sale is complete and the contract is effective only when this application has been accepted for coverage and the Agreement is issued by Obligor in Houston, Texas. Obligor reserves the right to reject applications containing mismatched components.

Homeowner Information:			Mail To Information (if different):		
Name	Homeowner	John	Name	Same as Homeowner information	
	Last	First		Last	First
Installation Address	1234 Lakeview Drive		Mailing Address	unless the mailing address is different than	
City, State, Zipcode	Clear Lake, Florida		City, State, Zipcode	the address to the left	
Daytime Telephone	(904)	123-2345	Daytime Telephone	()	()
E-Mail	jhomeowner@internet.com		E-Mail		

MODEL	SERIAL NUMBER (10 digits)	TERM (in years)	COVERAGE DESCRIPTION (see options below)	HOMEOWNER COST	TOTAL CONTRACT COST
WGHP4836A	1001123456	10	EWASZ-410	\$425.00	I have read the "Terms and Conditions" on the reverse side of this application and understand and agree to these terms. I understand that the cost of seasonal and routine maintenance is not covered under the Agreement. <input checked="" type="checkbox"/> Homeowner Signature Homeowner's Signature
WGFM295070V4C	1001234567	10	EWASZ-410	\$350.00	
WCC3743P4	1001345678	10	EWACP-410	\$50.00	
					\$ \$825.00

Authorized Dealer

Company Name	ABC Heating and Air Conditioning	Builder (if applicable)	N/A
Authorized Dealer Number	10987654	Telephone Number	() N/A

The listed equipment has been installed per published guidelines for Amana* brand products, and I will perform service in a manner consistent with Goodman Company, L.P. service policies. I attest that equipment installed more than 60 days ago has been inspected and is in good working order free and clear of any defects.

Authorized Dealer's Signature _____ Dealer Must Sign Here

COVERAGE DESCRIPTIONS
Parts, Labor and Limited Unit Replacement (ACASP-10) (10 year term) Obligor will provide a replacement part only for all Amana* brand parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. Obligor will provide labor to repair or replace all Amana brand parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. In the event of compressor or heat exchanger failure, unit replacement is not included in this coverage.
Parts and Labor (ACASP-10) Obligor will provide a replacement part only for all Amana brand parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. In the event of compressor or heat exchanger failure, unit replacement is not included in this coverage.
Labor (ACASX-10, ACAPX-10, ACACX-10, ACAPT-07, ACASZ-05, ACAPZ-05, ACACZ-05, ACAPT-05, ACABZ-03, ACABZ-02) (Choose 10, 7, 5, 3 or 2 year term) Obligor will provide labor to repair or replace all Amana brand parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. Parts and unit replacement are not included in this coverage.
Parts and Limited Unit Replacement (ACASL-10, ACACL-10, ACAPL-10) (10 year term) Obligor will provide a replacement part only for all Amana brand parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. In the event of a compressor or heat exchanger failure due to a manufacturer's defect in material or workmanship in the first five years of ownership, Obligor will provide a new equivalent Amana brand unit to replace the failed unit. For unit replacement, coverage will transfer to the new unit for the remaining duration of the Agreement. The cost of labor to replace failed part(s) or units is not included in this coverage.
Parts (ACASY-10, ACAPY-10, ACACY-10) (10 year term); Parts (ACASC-99, ACAPC-99) (99 year term on the compressor only and 10 year term on all other parts to original contract owner; 10 year term from the original effective date on the compressor and on all other parts to subsequent contract owner(s)) Obligor will provide a replacement part only for all Amana brand parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. The cost of labor to replace failed part(s) is not included in this coverage. In the event of compressor or heat exchanger failure, unit replacement is not included in this coverage.

Use this form for Whirlpool Gold Product and a mix of Whirlpool Gold and Whirlpool

DISTRIBUTOR:
DEALER: RETURN THIS DOCUMENT TO YOUR AUTHORIZED GOODMAN COMPANY, L.P. DISTRIBUTOR
*Amana is a trademark of Maytag Corporation or its related companies and is used under license to Goodman Company, L.P. All rights reserved.



Extended Service Agreement Contract Application for Regulated States

ASURECARESM

CORP.

GoodCare[®]

2550 North Loop West, Suite 400
Houston, TX 77092

34116685
[Control Number]

Contract Date _____ Sale Date of ESA _____ Installation Date _____ Actual Equipment Sale Date _____
This is an application only for a GoodCare Extended Service Agreement (the "Agreement"). The sale is complete and the contract is effective only when this application has been accepted for coverage and the Agreement is issued by Obligor in Houston, Texas. Obligor reserves the right to reject applications containing mismatched components. Please allow six weeks for delivery of the Agreement.

Homeowner Information:			Mail To Information (if different):		
Name	Homeowner	John	Name	Same as Homeowner information	
	Last	First		Last	First
Installation Address	1234 Lakeview Drive		Mailing Address	unless the mailing address is different than	
City, State, Zipcode	Clear Lake, Florida		City, State, Zipcode	the address to the left	
Daytime Telephone	(904) 123-2345		Daytime Telephone	()	
E-Mail	jhomeowner@internet.com		E-Mail		

MODEL	SERIAL NUMBER (10 digits)	TERM (in years)	COVERAGE DESCRIPTION (see options below)	HOMEOWNER COST	TOTAL CONTRACT COST
WHP4436A	1002123456	10	EWASX-410	\$249	I have read the "Terms and Conditions" on the reverse side of this application and understand and agree to these terms. I understand that the cost of seasonal and routine maintenance is not covered under the Agreement. <input checked="" type="checkbox"/> Homeowner Signature Homeowner's Signature
WAHME3137P4A	1002234567	10	EWASX-410	\$249	

Authorized Dealer
Company Name ABC Heating and Air Conditioning Builder (if applicable) N/A
Authorized Dealer Number 10987654 Telephone Number () N/A
The listed equipment has been installed per published guidelines for Goodman Manufacturing Company, L.P. manufactured ("Goodman") products, and I will perform service in a manner consistent with Goodman Manufacturing Company, L.P. service policies. I attest that equipment installed more than 60 days ago has been inspected and is in good working order free and clear of any defects.
Authorized Dealer's Signature _____ Dealer Must Sign Here

COVERAGE DESCRIPTIONS

Parts, Labor and Limited Unit Replacement (ACGSP-10) (10 year term)
Obligor will provide a replacement part only for all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. Obligor will provide labor to repair or replace all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. Parts and unit replacement are not included in this coverage.

Use this form for Whirlpool Product

Parts and Labor (ACGSZ-10, ACGPZ-10, and ACGCP-10) (10 year term)
Obligor will provide a replacement part only for all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. Obligor will provide labor to repair or replace all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. Parts and unit replacement are not included in this coverage.

Labor (ACGSX-10, ACGPX-10, ACGCX-10, ACGSZ-05, ACGPZ-05, ACGCZ-05, ACGBZ-03, and ACGBZ-02) (Choose 10, 5, 3 or 2 year term)
Obligor will provide labor to repair or replace all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. Parts and unit replacement are not included in this coverage.

Parts and Limited Unit Replacement (ACGSL-10, ACGCL-10, and ACGPL-10) (10 year term)
Obligor will provide a replacement part only for all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. In the event of a compressor or heat exchanger failure due to a manufacturer's defect in material or workmanship in the first five years of ownership, Obligor will provide a new equivalent Goodman unit to replace the failed unit. For unit replacement, coverage will transfer to the new unit for the remaining duration of the Agreement. The cost of labor to replace failed part(s) or units is not included in this coverage.

Parts (ACGSY-10, ACGPY-10, and ACGCY-10) (10 year term); Parts (ACGSC-99, ACGPC-99) (99 year term on the compressor only and 10 year term on all other parts to original contract owner; 10 year term from the original effective date on the compressor and on all other parts to subsequent contract owner(s))
Obligor will provide a replacement part only for all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. The cost of labor to replace failed part(s) is not included in this coverage. In the event of compressor or heat exchanger failure, unit replacement is not included in this coverage.

DISTRIBUTOR:
DEALER: RETURN THIS DOCUMENT TO YOUR AUTHORIZED GOODMAN MANUFACTURING COMPANY, L.P. DISTRIBUTOR

ACCA-030

Nov. 05

ASURECARE



Extended Service Agreement Contract Application for Non - Regulated States

- Use the Asure™ form EWCA-03A for Whirlpool Gold™ Product or a mix of Whirlpool Gold™ and Whirlpool®
- Use the GoodCare® form EWCA-03G for Whirlpool® Product
- Contractor will bring completed ESA Contract to the Distributor
- Distributor will Invoice the contractor and forward to Tradewinds the Original Contract copy marked “Goodman” along with a copy of your Purchase Order for the Program(s) Purchased
- Distributor will retain the “distributor” copy for their records
- For now all ESA Contract Applications will be processed at Tradewinds. Our website for ESA processing at the branch level should be functional in August.

Extended Service Agreement Contract Application for Non - Regulated States



33- 653402



Contract Date _____ Sale Date of ESA _____ Installation Date _____ Actual Equipment Installation Date _____ (Control Number)

This is an application only for an Asure Extended Service Agreement (the "Agreement"). The sale is complete and the contract is effective only when this application has been accepted for coverage and the Agreement is issued by Obligor in Houston, Texas. Obligor reserves the right to reject applications containing mismatched components.

Homeowner Information:			Mail To Information (if different):		
Name	Homeowner	John	Name	Same as Homeowner Information	
	Last	First		Last	First
Installation Address	1234 Maple Leaf Lane		Mailing Address	unless the mailing address is different than	
City, State, Zip	Fort Worth, Texas 76106		City, State, Zip	the address at the left	
Daytime Telephone	(817) 123-2345		Daytime Telephone	()	
E-Mail			E-Mail		

Product Information						
MODEL	SERIAL NUMBER (10 digits)	TERM (in years)	COVERAGE DESCRIPTION (see options below)	HOMEOWNER COST	TOTAL CONTRACT COST	
WGPH4536A	1001234567	10	EWAPZ-410	\$525.00	\$ 675.00	I have read the "Terms and Conditions" on the reverse side of this application and understand and agree to these terms. I understand that the cost of seasonal and routine maintenance is not covered under the Agreement.
2 Year Labor			EWABX-02	\$150.00		
						<input checked="" type="checkbox"/> Homeowner Signature
						Homeowner's Signature

Authorized Dealer				
Company Name	Easy Cool Air Conditioning and Heating		Builder (if applicable)	Great Builders Inc.
Authorized Dealer Number	109876543		Telephone Number	() 817-555-9876

The listed equipment has been installed per published guidelines for Amana® brand products, and I will perform service in a manner consistent with Goodman Company, L.P. service policies. I attest that equipment installed more than 60 days ago has been inspected and is in good working order free and clear of any defects.

Authorized Dealer's Signature _____ Dealer Must Sign Here

COVERAGE DESCRIPTIONS	
Parts, Labor and Limited Unit Replacement (EWASP-10) (10 year term)	Obligor will provide a replacement part only for all Amana brand parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. Obligor will provide labor to repair or replace all Amana brand parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. In the event of compressor or heat exchanger failure, unit replacement is not included in this coverage.
Parts and Labor (EWASX-10, EWAPX-10, EWACX-10, EWAPT-07, EWASZ-05, EWAPZ-05, EWACZ-05, EWAPT-05, and EWABZ-02) (Choose 10, 7, 5, or 2 year term)	Obligor will provide labor to repair or replace all Amana brand parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. Parts and unit replacement are not included in this coverage.
Parts and Limited Unit Replacement (EWASL-10, EWACL-10, and EWAPL-10) (10 year term)	Obligor will provide a replacement part only for all Amana brand parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. In the event of a compressor or heat exchanger failure due to a manufacturer's defect in material or workmanship in the first five years of ownership, Obligor will provide a new equivalent Amana brand unit to replace the failed unit. For unit replacement, coverage will transfer to the new unit for the remaining duration of the Agreement. The cost of labor to replace failed part(s) or units is not included in this coverage.
Parts (EWASY-10, EWAPY-10, and EWACY-10) (10 year term); Parts (EWASC-99, EWAPC-99) (99 year term on the compressor only and 10 year term on all other parts to original contract owner; 10 year term from the original effective date on the compressor and on all other parts to subsequent contract owner(s))	Obligor will provide a replacement part only for all Amana brand parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. The cost of labor to replace failed part(s) is not included in this coverage. In the event of compressor or heat exchanger failure, unit replacement is not included in this coverage.

Use this form for Whirlpool Gold Product and a mix of Whirlpool Gold and Whirlpool

DISTRIBUTOR: _____
DEALER: RETURN THIS DOCUMENT TO YOUR AUTHORIZED GOODMAN COMPANY, L.P. DISTRIBUTOR
*Amana is a registered trademark of Maytag Corporation or its related companies and is used under license to Goodman Company, L.P., Houston, TX. All rights reserved.

EWCA-03A Nov. 03

GOODMAN



Extended Service Agreement Contract Application for Non - Regulated States



01-839851

GoodCare®

Contract Date _____ Sale Date of ESA _____

Installation Date _____ [Control Number] _____
Actual Equipment Installation Date _____

This is an application only for a GoodCare Extended Service Agreement (the "Agreement"). The sale is complete and the contract is effective only when this application has been accepted for coverage and the Agreement is issued by Obligor in Houston, Texas. Obligor reserves the right to reject applications containing mismatched components.

Homeowner Information:			Mail To Information (if different):		
Name	Homeowner	John	Name	Same as Homeowner information	
	Last	First		Last	First
Installation Address	110 Big River Road		Mailing Address	unless the mailing address is different than	
City, State, Zipcode	Baton Rouge, LA		City, State, Zipcode	the address to the left	
Daytime Telephone	(225) 123-5678		Daytime Telephone	() ()	
E-Mail			E-Mail		

MODEL	SERIAL NUMBER (10 digits)	TERM (in years)	COVERAGE DESCRIPTION (see options below)	HOMEOWNER COST	TOTAL CONTRACT COST
WPH4436A	1001234567	10	EWAPC-499	\$295.00	\$ 295.00
					<i>I have read the "Terms and Conditions" on the reverse side of this application and understand and agree to these terms. I understand that the cost of seasonal and routine maintenance is not covered under the Agreement.</i>

Authorized Dealer

Company Name Big Easy Heating and Air Conditioning Builder (if applicable) N/A

Authorized Dealer Number 109876541 Telephone Number () N/A

The listed equipment has been installed per published guidelines for Goodman Manufacturing Company, L.P. manufactured ("Goodman") products, and I will perform service in a manner consistent with Goodman Manufacturing Company, L.P. service policies. I attest that equipment installed more than 60 days ago has been inspected and is in good working order free and clear of any defects.

Authorized Dealer's Signature **Dealer Must Sign Here**

COVERAGE DESCRIPTIONS
Parts, Labor and Limited Unit Replacement (EWGSP-10) (10 year term) Obligor will provide a replacement part only for all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. In the event of compressor or heat exchanger failure, unit replacement is not included in this coverage.
Parts and Labor (EWGSZ-10, EWGPZ-10, and EWGCP-10) (10 year term) Obligor will provide a replacement part only for all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. In the event of compressor or heat exchanger failure, unit replacement is not included in this coverage.
Labor (EWGSX-10, EWGPX-10, EWGCX-10, EWGSZ-05, EWGPZ-05, EWGCZ-05, and EWGBZ-02) (Choose 10, 5, or 2 year term) Obligor will provide labor to repair or replace all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. Parts and unit replacement are not included in this coverage.
Parts and Limited Unit Replacement (EWGSL-10, EWGCL-10, and EWGPL-10) (10 year term) Obligor will provide a replacement part only for all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. In the event of a compressor or heat exchanger failure due to a manufacturer's defect in material or workmanship in the first five years of ownership, Obligor will provide a new equivalent Goodman unit to replace the failed unit. For unit replacement, coverage will transfer to the new unit for the remaining duration of the Agreement. The cost of labor to replace failed part(s) or units is not included in this coverage.
Parts (EWGSY-10, EWGPY-10, and EWGCV-10) (10 year term); Parts (EWGSC-99, EWGPC-99) (99 year term on the compressor only and 10 year term on all other parts to original contract owner; 10 year term from the original effective date on the compressor and on all other parts to subsequent contract owner(s)) Obligor will provide a replacement part only for all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. The cost of labor to replace failed part(s) is not included in this coverage. In the event of compressor or heat exchanger failure, unit replacement is not included in this coverage.

Use this form for Whirlpool Product

DEALER: RETURN THIS DOCUMENT TO YOUR AUTHORIZED GOODMAN MANUFACTURING COMPANY, L.P. DISTRIBUTOR



GOODMAN



Extended Service Agreement Contract Application Web Processing “Coming August 2010”

Website ESA Contract Processing

- The ESA Processing will be hosted on the www.whirlpoolcomfort.com website.
- Each branch will login to the Distributor Portal and select the “Process ESA Contract” to register the sale.
- Once the sale is registered the branch will forward a copy of a Purchase Order to Tradewinds for the Plan purchased
- Tradewinds will then invoice the branch for the sale
- **In all States**, only the Signed Original copy of the ESA Contract Application can be accepted at Tradewinds for processing.

Closing ESA Summary

- One Authorized Servicer Agreement used in All States – EWASA-01
- EWASA-01 Authorized Servicer Agreement must be completed and the dealer registered before ESA's can be sold or serviced.
- Completed Original EWASA-01 Authorized Service Agreement must be returned to Tradewinds (No Copies accepted)
- ESA's for Whirlpool Gold™ Product and systems using both Whirlpool Gold™ and Whirlpool® will be sold using theASURE™ forms
- ESA's for Whirlpool® Product will be sold using the GoodCare® forms
- Regulated States will use the ASURECare CorpSM ASURE™ (ACCA-03A) and GoodCare® (ACCA-03G) program forms
- Non-Regulated States will use the ASURE™ (EWCA-03A) and GoodCare® (EWCA-03G) forms

Florida

a Regulated State

Florida Dealer - Authorized Servicer Agreement

- Authorized Servicer Agreement
 - Authorized Servicer Agreement Form EWASA-01 (only one form to use for all states)
 - Complete the Form as indicated in example
 - Return the **Original** form to Tradewinds along with a copy of the Dealers 02-52 Insurance Certificate (Required to offer any ESA in FL)
 - Include a check from the Dealer for \$60
 - Check must be made payable to Tradewinds
 - The \$60 is the appointment fee paid to FL
 - If the dealer is already registered and selling the Asure™ or GoodCare® the appointment fee is not required.
 - Dealer is required to register again to sell ESA's for Whirlpool products
 - Incomplete Forms will be returned
 - Labor Rate will be set up at Goodman®
 - Dealer can sell and service ESA's once Registered and has received their Service Bench Account Number

Goodman Authorized Servicer Agreement

This Goodman Authorized Servicer Agreement ("Agreement") is entered into by and between Dealer ("Dealer" or "Servicer") (as named in Section 10 herein), Authorized Goodman Distributor ("Distributor"); and Goodman Manufacturing Company, L.P. and/or Goodman Company, L.P. ("Goodman.") The parties hereto agree as follows:

1. **GRANT:** Distributor and Goodman hereby appoint Dealer as an Authorized Servicer, authorized to sell and install Goodman manufactured air conditioning and heating equipment and to offer for sale Goodman's GoodCare and/or Asure Service Agreements, (whichever brand(s) may be available to the Dealer through the Distributor), to property owners for said equipment, for the normal service area of the Dealer as set forth in Section 10.
2. **DISTRIBUTOR AND GOODMAN AGREE:**
 - A. That Dealer may indicate in its advertising that it is an Authorized Goodman Servicer, but this shall in no way constitute Dealer as an agent of Goodman or Distributor, nor will Dealer hold itself out as an agent of these parties. The parties hereto acknowledge that each is relying upon its own expertise in discharging its obligations under this Agreement.
 - B. To furnish available technical information for Goodman manufactured products.
 - C. To make service replacement parts available to Dealer.
 - D. To make available product service training and provide technical assistance to Dealer.
 - E. To make recommendations for a functional parts stock to be carried by Dealer.
 - F. To make available GoodCare and/or Asure Program materials for Dealer's use including, but not limited to, standardized consumer service agreement applications.
3. **DEALER AGREES TO:**
 - A. Forward to Goodman properly completed and executed GoodCare and/or Asure Service Agreement applications within 15 business days of an applicable sale to a customer. All applications submitted by Dealer must be for a contract type and serial number previously purchased by Dealer from Distributor.
 - B. Render service in a prompt, professional and workmanlike manner.
 - C. Charge normal hourly labor rate, "street rate," for repairs and component replacement work, excluding travel time.
 - D. Provide prompt available service to customers in its servicing area according to the terms of all written warranties and GoodCare and/or Asure Extended Service Agreements. When service is essential to the health or safety of the property dweller, Dealer will make every reasonable effort to provide service within 24 hours after receiving report of a claim.
 - E. Perform prompt service, whenever possible, using the following guidelines: Calls received before noon are schedule for completion by noon the following day. Calls received at noon or after are scheduled for completion by 5:00 pm the following day.
 - F. Use only approved Goodman parts in the service of products and to stock a minimum of functional parts as recommended by Goodman. Service repairs using non-Goodman parts are not reimbursable.
 - G. Use only standardized contract applications as supplied by Distributor.
 - H. Adhere to all Goodman Customer Service Policies as published and/or set forth from time to time during the period of this Agreement.
 - I. Adhere to the schedule of warranty service rate classes as published in the current GoodCare and Asure Dealer Information Guides. Goodman reserves the right to change warranty service rate classes during the term of this Agreement.
 - J. Warrant all service repairs for a period of 31 days. Additional service repairs to the same serialized unit within a 31-day period of the initial repair are not reimbursable.
 - K. Submit claims promptly and in such form and detail as may be specified by current Goodman warranty claim policy.
 - L. Return to Distributor, as may be required by current service policy, all warranty parts replaced by Dealer under the provisions of this Agreement. All warranty claims must be completed and submitted in a manner as prescribed by Goodman.
 - M. Comply with all applicable laws and with all rules and regulations promulgated thereunder.
 - N. Hold Distributor and Goodman harmless from any and all damages arising out of or occasioned by negligent, faulty, or improper installation of parts or repair of products by Dealer, or failure by Dealer to comply with the provisions of this Agreement or for any losses and/or claims, including but not limited to workmen's compensation matters, arising out of Dealer's activities hereunder.
 - O. Not remove, disconnect or negate at any time any safety feature of any Product or any warning label related to any Product.
 - P. Immediately notify Distributor and Goodman in writing of any threatened litigation or claims involving Products alleged to be defective or to have caused injury to persons or property otherwise.
 - Q. Maintain comprehensive general liability insurance in an amount not less than \$250,000 and at the reasonable request of Distributor and/or Goodman, to name Distributor and Goodman as additional insureds under such policies.
4. **TRADEMARKS AND SERVICE MARKS:**
 - A. Dealer acknowledges the exclusive property rights of Goodman in and to all trademarks and service marks and the validity of all registrations thereof. Dealer agrees to not use any trademark, service mark, or combination of such in Dealer's trade or corporate name. Dealer further agrees that it will not impair or otherwise adversely affect the trademarks or service marks or validity thereof or their registration.
 - B. Upon termination of this Agreement, Dealer agrees to remove from its premises and all its vehicles all signs, insignias and other sales promotional names or material which in any way displays the trademarks and/or service marks that are related to this Agreement and to thereafter discontinue their use.
5. **WARRANTY:** Dealer, its agents or employees, are not authorized to make nor shall they make any warranty or representation as to any Product or extended service coverage other than any which specifically appears in the Product Warranty documents and in the Terms and Conditions of the GoodCare or Asure Extended Service Agreement.

EWASA--01

July, 2005

Send Original Copy to:
Dealer Registrations
c/o Tradewinds
14610 Breakers Drive
Jacksonville, FL 32258



6. GENERAL PROVISIONS:

- A. Any service repairs made by Dealer after the expiration of a GoodCare or an Asure Extended Service Agreement shall be at customer's expense. Owner's responsibilities are outlined in the Owner's Use and Care Manual, Product Warranty Certificates and GoodCare/Asure Extended Service Agreement Terms and Conditions.
- B. Dealer is an independent contractor and is responsible for its own taxes, unemployment compensation, worker's compensation, and other costs of doing business. No part of Dealer's expense in the conduct of its business will be borne by Distributor or Goodman.
- C. No waiver of Distributor of any default or breach of any of the terms or conditions of this Agreement by the Dealer shall constitute a waiver of any prior or subsequent default or breach hereunder.
- D. If any provision of this Agreement is held to be illegal, invalid, or unenforceable under present or future laws, the legality, validity, and enforceability of the remaining provisions of this Agreement shall not be affected thereby, and this Agreement shall be liberally construed so as to carry out the intent of the parties to it.

7. TERM:

- A. This Agreement shall be effective upon execution by the parties hereto and the approval and acceptance by Goodman of the Servicer's labor rate, and shall continue in full force and effect until terminated as hereinafter provided.
- B. Either party upon ten (10) days written notice transmitted by certified mail, return receipt requested, may terminate this Agreement for any reason. This Agreement shall be automatically terminated and of no force and effect if Distributor ceases to be an authorized Distributor of Goodman Products. A additional Goodman Authorized Servicer Agreement shall be executed in the event Dealer enters into a Goodman Authorized Servicer Agreement with another Distributor.
- C. Neither Distributor, Goodman or Dealer shall by reason of termination of this Agreement, be liable to the other of any damages or injunctive relief of any kind, including but not limited to, compensation, reimbursement or damages on account of loss of prospective profits on anticipated sales or service, or on account of expenditures, investments, losses, or commitments in connection with the business or goodwill of Distributor or Dealer.

8. COMPLETE AGREEMENT: This Agreement contains the final and complete understanding governing the business relationship existing between the parties hereto and cannot be substituted, varied or modified in any manner except by written instrument duly signed by the parties hereto. This Agreement supersedes and cancels all prior Agreements, written or oral, including any prior Agreement between Distributor and Dealer or between Goodman and Dealer. The written terms herein cannot be explained, supplemented or contradicted by evidence of any prior Service Agreement, course of dealing or usage of trade.

9. AGREEMENT NOT ASSIGNABLE: This Agreement is personal to Dealer and is not assignable or delegable, directly or indirectly, to any third party. Any attempted assignment in violation of the terms of this paragraph shall constitute an automatic termination of this Agreement. This provision applies not only to an assignment in connection with the direct sale or transfer of Dealer's business, but also to any change in the ownership or control of Dealer's business.

Distributor's Customer Account Number	ServiceBench Account Number
Distributor's Dealer Account Number	Completed by Tradewinds

10. DEALER INFORMATION:

Company Name: ABC Heating and Air Conditioning Inc.
 Address: 1234 Maple Street
 City: Jacksonville State: FL ZipCode: 32250
 Telephone Number: (904) 555-1212 Fax Number: (904) 555-1213
 Cellular Number: (904) 555-1214 e-mail address: dealer@internet.com
 Type of Organization: Corporation Partnership Sole Proprietorship
 Federal Employer Identification Number: 12-3456-99
 Normal Hourly Labor Rate ("Street Rate") \$ 110.00 Service Radius (in miles): 50

IN WITNESS WHEREOF, the undersigned have executed this Agreement as of the 1st day of July, 2010.

DEALER: John Smith (Legal Signature)
 Signature
John Smith - President
 Name and Title (PLEASE PRINT)

DISTRIBUTOR: Your Company
Joe S. Bankingtonit - Region Sales Manager
 By: Name and Title

GOODMAN WARRANTY DEPARTMENT USE ONLY	
Labor Rate Approved	<u>Leave Blank</u>
Agreement Set-Up Date	<u>Leave Blank</u>
Leave Blank	
Reviewed and Approved	

EWASA--01

July, 2005

Send Original Copy to:
 Dealer Registrations
 c/o Tradewinds
 14610 Breakers Drive
 Jacksonville, FL 32258



Extended Service Agreements Sold in Florida (a Regulated State)

Florida Law

- Requires the dealer to sell the ESA for no less than the dealer pays for the plan
- The selling dealer must disclose the selling price to the consumer on the contract application
- The Signature of the Homeowner is required on all ESA Contract Applications

Required

- Florida will use the AsureCare CorpSM AsureTM (ACCA-03A) and GoodCare[®] (ACCA-03G) program forms
- Original ESA Contract Applications with homeowner signature must be returned to Tradewinds

Extended Service Agreement Contract Application for Florida and other Regulated States

ASURECARESM
CORP.

7401 Security Way
Houston, Texas 77040

Asure
EXTENDED SERVICE PLAN

34-536200

Contract Date _____ Sale Date of ESA _____ Installation Date _____ Actual Equipment Installation Date _____ [Control Number]

This is an application only for an Asure Extended Service Agreement (the "Agreement"). The sale is complete and the contract is effective only when this application has been accepted for coverage and the Agreement is issued by Obligor in Houston, Texas. Obligor reserves the right to reject applications containing mismatched components.

Homeowner Information:		Mail To Information (if different):	
Name	Homeowner John Last First	Name	Same as Homeowner information Last First
Installation Address	1234 Lakeview Drive	Mailing Address	unless the mailing address is different than
City, State, Zipcode	Clear Lake, Florida	City, State, Zipcode	the address to the left
Daytime Telephone	(904) 123-2345	Daytime Telephone	() ()
E-Mail	jhomeowner@internet.com	E-Mail	

MODEL	SERIAL NUMBER (10 digits)	TERM (in years)	COVERAGE DESCRIPTION (see options below)	HOMEOWNER COST	TOTAL CONTRACT COST
WGHP4836A	1001123456	10	EWASZ-410	\$425.00	I have read the "Terms and Conditions" on the reverse side of this application and understand and agree to these terms. I understand that the cost of seasonal and routine maintenance is not covered under the Agreement. <input checked="" type="checkbox"/> Homeowner Signature Homeowner's Signature
WGFM295070V4C	1001234567	10	EWASZ-410	\$350.00	
WCC3743P4	1001345678	10	EWACP-410	\$50.00	

Authorized Dealer

Company Name ABC Heating and Air Conditioning Builder (if applicable) N/A

Authorized Dealer Number 10987654 Telephone Number () N/A

The listed equipment has been installed per published guidelines for Amana brand products, and I will perform service in a manner consistent with Goodman Company, L.P. service policies. I attest that equipment installed more than 60 days ago has been inspected and is in good working order free and clear of any defects.*

Authorized Dealer's Signature X Dealer Must Sign Here

COVERAGE DESCRIPTIONS

Parts, Labor and Limited Unit Replacement (ACASP-10) (10 year term)
Obligor will provide a replacement part only for all Amana* brand parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. Obligor will provide labor to repair or replace all Amana brand parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. In the event of compressor or heat exchanger failure, unit replacement is not included in this coverage.

Parts and Labor (ACASL-10, ACACL-10, ACAPL-10) (10 year term)
Obligor will provide a replacement part only for all Amana brand parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. In the event of compressor or heat exchanger failure, unit replacement is not included in this coverage.

Labor (ACASX-10, ACAPX-10, ACACX-10, ACAPT-07, ACASZ-05, ACAPZ-05, ACACZ-05, ACAPT-05, ACABZ-03, ACABZ-02) (Choose 10, 7, 5, 3 or 2 year term)
Obligor will provide labor to repair or replace all Amana brand parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. Parts and unit replacement are not included in this coverage.

Parts and Limited Unit Replacement (ACASL-10, ACACL-10, ACAPL-10) (10 year term)
Obligor will provide a replacement part only for all Amana brand parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. In the event of a compressor or heat exchanger failure due to a manufacturer's defect in material or workmanship in the first five years of ownership, Obligor will provide a new equivalent Amana brand unit to replace the failed unit. For unit replacement, coverage will transfer to the new unit for the remaining duration of the Agreement. The cost of labor to replace failed part(s) or units is not included in this coverage.

Parts (ACASY-10, ACAPY-10, ACACY-10) (10 year term); Parts (ACASC-99, ACAPC-99) (99 year term on the compressor only and 10 year term on all other parts to original contract owner; 10 year term from the original effective date on the compressor and on all other parts to subsequent contract owner(s))
Obligor will provide a replacement part only for all Amana brand parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. The cost of labor to replace failed part(s) is not included in this coverage. In the event of compressor or heat exchanger failure, unit replacement is not included in this coverage.

DISTRIBUTOR:
DEALER: RETURN THIS DOCUMENT TO YOUR AUTHORIZED GOODMAN COMPANY, L.P. DISTRIBUTOR
*Amana is a trademark of Maytag Corporation or its related companies and is used under license to Goodman Company, L.P. All rights reserved.

Use this form for Whirlpool Gold Product
and a mix of Whirlpool Gold and Whirlpool



Extended Service Agreement Contract Application for Florida and other Regulated States

ASURECARESM

CORP.

GoodCare[®]

2550 North Loop West, Suite 400
Houston, TX 77092

34116685
[Control Number]

Contract Date _____ Sale Date of ESA _____ Installation Date _____ Actual Equipment Sale Date _____
This is an application only for a GoodCare Extended Service Agreement (the "Agreement"). The sale is complete and the contract is effective only when this application has been accepted for coverage and the Agreement is issued by Obligor in Houston, Texas. Obligor reserves the right to reject applications containing mismatched components. Please allow six weeks for delivery of the Agreement.

Homeowner Information:			Mail To Information (if different):		
Name	Homeowner	John	Name	Same as Homeowner information	
	Last	First		Last	First
Installation Address	1234 Lakeview Drive		Mailing Address	unless the mailing address is different than	
City, State, Zipcode	Clear Lake, Florida		City, State, Zipcode	the address to the left	
Daytime Telephone	(904) 123-2345		Daytime Telephone	()	
E-Mail	jhomeowner@internet.com		E-Mail		

MODEL	SERIAL NUMBER (10 digits)	TERM (in years)	COVERAGE DESCRIPTION (see options below)	HOMEOWNER COST	TOTAL CONTRACT COST
WHP4436A	1002123456	10	EWASX-410	\$249	I have read the "Terms and Conditions" on the reverse side of this application and understand and agree to these terms. I understand that the cost of seasonal and routine maintenance is not covered under the Agreement.
WAHME3137P4A	1002234567	10	EWASX-410	\$249	
					<input checked="" type="checkbox"/> Homeowner Signature
					Homeowner's Signature

Authorized Dealer
Company Name ABC Heating and Air Conditioning Builder (if applicable) N/A
Authorized Dealer Number 10987654 Telephone Number () N/A
The listed equipment has been installed per published guidelines for Goodman Manufacturing Company, L.P. manufactured ("Goodman") products, and I will perform service in a manner consistent with Goodman Manufacturing Company, L.P. service policies. I attest that equipment installed more than 60 days ago has been inspected and is in good working order free and clear of any defects.
Authorized Dealer's Signature _____ Dealer Must Sign Here

COVERAGE DESCRIPTIONS

Parts, Labor and Limited Unit Replacement (ACGSP-10) (10 year term)
Obligor will provide a replacement part only for all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. Obligor will provide labor to repair or replace all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. Parts and unit replacement are not included in this coverage.

Use this form for Whirlpool Product

Parts and Labor (ACGSZ-10, ACGPZ-10, and ACGCP-10) (10 year term)
Obligor will provide a replacement part only for all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. Obligor will provide labor to repair or replace all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. Parts and unit replacement are not included in this coverage.

Labor (ACGSX-10, ACGPX-10, ACGCX-10, ACGSZ-05, ACGPZ-05, ACGCZ-05, ACGBZ-03, and ACGBZ-02) (Choose 10, 5, 3 or 2 year term)
Obligor will provide labor to repair or replace all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. Parts and unit replacement are not included in this coverage.

Parts and Limited Unit Replacement (ACGSL-10, ACGCL-10, and ACGPL-10) (10 year term)
Obligor will provide a replacement part only for all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. In the event of a compressor or heat exchanger failure due to a manufacturer's defect in material or workmanship in the first five years of ownership, Obligor will provide a new equivalent Goodman unit to replace the failed unit. For unit replacement, coverage will transfer to the new unit for the remaining duration of the Agreement. The cost of labor to replace failed part(s) or units is not included in this coverage.

Parts (ACGSY-10, ACGPY-10, and ACGCY-10) (10 year term); Parts (ACGSC-99, ACGPC-99) (99 year term on the compressor only and 10 year term on all other parts to original contract owner; 10 year term from the original effective date on the compressor and on all other parts to subsequent contract owner(s))
Obligor will provide a replacement part only for all Goodman parts that fail under normal use and service due to a manufacturer's defect in material or workmanship under the terms and for the duration of the Agreement. The cost of labor to replace failed part(s) is not included in this coverage. In the event of compressor or heat exchanger failure, unit replacement is not included in this coverage.

DISTRIBUTOR:
DEALER: RETURN THIS DOCUMENT TO YOUR AUTHORIZED GOODMAN MANUFACTURING COMPANY, L.P. DISTRIBUTOR

ACCA-030

Nov. 05

ASURECARE



Closing ESA Summary for Florida

- One Authorized Servicer Agreement used in All States including Florida – EWASA-01
- Dealer must send to Tradewinds a copy of their 02-52 Florida Insurance Certificate along with the original EWASA-01 Authorized Servicer Agreement and a check for \$60 – the \$60 covers the appointment fee paid to Florida
- If the Dealer is already appointed to sell the Asure™ or GoodCare® program in Florida the appointment fee is waived for the duration of the existing appointment
- EWASA-01 Authorized Servicer Agreement must be completed and the dealer registered before ESA's can be sold or serviced.
- Completed Original EWASA-01 Authorized Service Agreement must be returned to Tradewinds (No Copies accepted)
- Dealer will be notified once registration is complete

Closing ESA Summary for Florida

- ESA's for Whirlpool Gold™ Product and systems using both Whirlpool Gold™ and Whirlpool® will be sold using the Asure™ forms
- ESA's for Whirlpool Product will be sold using the GoodCare® forms
- Florida will use the AsureCare CorpSM Asure™ (ACCA-03A) and GoodCare® (ACCA-03G) program forms
- Original ESA Contract Applications with homeowner signature must be returned to Tradewinds