# NOVEMBER 1 – 30, 2016

## EARN COMMISSIONS THIS NOVEMBER ON QUALIFYING PRODUCTS ON DISCRETIONARY ORDERS!

COMMISSIONS	<b>25%</b> YOY Growth	<b>35%</b> YOY Growth
Peerless <sup>®</sup> Quick Ship Products	15%	20%
All Other Qualifying Product	8.5%	10%

## PROGRAM RULES

Program valid for authorized C&I Acuity Brands® agencies. Offer not valid for Corporate Accounts (inclusive of Regional Corporate Accounts), Showrooms or International orders.

Qualifying discretionary orders must be entered for immediate release between November 1 and November 30, 2016. Orders must ship by November 30, 2016.

Qualifying products are listed on the reverse side and may be placed on the same order with non-qualifying products. Orders will count as long as the order, in total, is less than \$25,000 and ships to a job site.

Agency must grow a minimum of 25% over the same period last year in the qualifying product categories, in total, to be eligible to earn commissions. Acuity Brands may disqualify orders that do not meet discretionary business criteria.

Bonus commission will be issued in the December commission statement. CIP is excluded from bonus commission calculation.

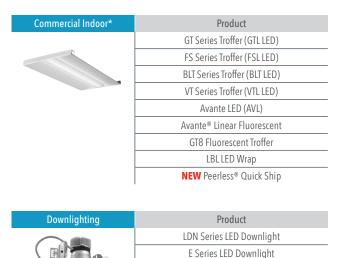




# NOVEMBERFEST

# NOVEMBER 1 - 30, 2016

# QUALIFYING PRODUCTS





Outdoor

Product
KAX1 LED Area
KAX2 LED Area
KAXW LED Wall Pack
TWH LED Wall Pack
TWR LED Wall Pack
OFL1 Floodlight
OFL2 Floodlight

Emergency

Product
Quantum <sup>®</sup> LED Units (ELM2 LED)
Contractor Select LED Exits (EXR/EXG LED)
Contractor Select LED Units (EU2 LED)
Contractor Select LED Combos (ECR/ECG LED)

Industrial	Product	
	I-BEAM IBZ Fluorescent High Bay	
alle -	I-BEAM IBG LED High Bay	
	I-BEAM® IBH LED High Bay	
	I-BEAM IBL LED High Bay	

\*Excludes air handling troffers and relight kits

