



*Since 1968*

# Pacific Modern Homes, Inc.

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## **Dealer Sales Zone Policy – October 2020**

1. The state of California will be split into 16 sales zones as listed on the Dealer Sales Zone Map. The state of Nevada will be its own zone.
2. Each zone will be assigned a Maximum Number of Dealers for that Zone.
3. Each Dealer must have a physical office within their assigned zone.
4. Each Dealer will be listed on the “Find A Dealer” page of the pmhi.com website as the responsible Dealer for all counties in their zone. The Dealer will also receive all PMHI office referrals for building projects in their zone. For zones covered by multiple Dealers, the following procedure for referrals and the pmhi.com website will be followed:
  - a) For counties in which a Dealer has a physical office, that Dealer will receive the referrals and be listed as the primary Dealer for that county. If multiple Dealers have offices in the same county, Dealer priority and referrals will be given to the longest-tenured Dealer or according to a system previously agreed upon by the relevant Dealers and PMHI.
  - b) All Dealers within the same sales zone but without an office in a county in which another dealer does have an office will be listed and referred as secondary, etc. Dealers for that county.
  - c) For counties in a sales zone with multiple Dealers but in which no Dealer has a physical office, Dealer priority and referrals will be handled at PMHI’s discretion or according to a system previously agreed upon by the relevant Dealers and PMHI.
5. Referrals for counties in open sales zones will be assigned at PMHI’s discretion.

10/23/2020