

Sell Nitro. Get Paid at Every Step.

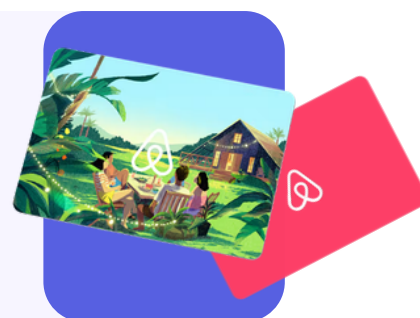
How it works

1

Host a lunch & learn

Distributor rep arranges and attends a Lunch & Learn (onsite or virtual) at a net-new Nitro reseller. Nitro Channel Manager delivers the session; Nitro brings lunch for onsite sessions.

You and a reseller rep each get a \$100 USD Airbnb voucher or similar.



2

Complete account mapping

Reseller completes an Account Mapping session with their Nitro Channel Manager.

Reseller is entered into the raffle for Meta Ray-Ban Smart Glasses.



3

Submit an accepted opportunity

Reseller rep submits a Deal Registration within 2 weeks of the onsite. The DR becomes an accepted Opportunity following a customer call with the Nitro team.

*You and the reseller rep each earn a pair of AirPods 4 **AND** are entered into the EOQ raffle for Meta Ray-Ban Smart Glasses.*



EOY Raffle:

Meta Ray-Ban Smart Glasses

Earned through DR submission (disti reps) and Account Mapping completion (reseller reps). Drawn at end of 2026.

Terms & Conditions

1. Program period

This SPIFF is active from July 1, 2026 through December 31, 2026 (“H2 2026”). All qualifying activities, including reseller onsite visit, lunch and learn training, account mapping, DR submission, and Opportunity acceptance, must occur within this window.

2. Eligibility

Open exclusively to active North American Climb sales representatives.

3. Qualifying accounts

Distributor rep must (a) arrange and attend a Lunch & Learn, onsite or virtual, at a net-new Nitro reseller and (b) include the Nitro Channel Manager. Net-new = zero Nitro transactions in prior 12 months.

4. Pre-onsite discovery

Discovery and agreement between the distributor rep, reseller, and Nitro Channel Manager must take place before the Lunch & Learn to confirm fit and ensure the session is worthwhile.

5. Lunch & Learn / Enablement requirements

Lunch and Learn qualifies as either an onsite or virtual session, 15-30 minutes, with the reseller’s sales team, presented by the Nitro Channel Manager. Session must include at least 10 reseller reps to qualify. Lunch is provided for onsite sessions only.

6. Step 1 reward: Lunch & Learn

\$100 USD Airbnb voucher (or similar voucher at the same dollar value) to the distributor rep and \$100 USD Airbnb voucher (or similar voucher at the same dollar value) to the reseller rep upon completion of a qualifying Lunch & Learn, onsite or virtual.

7. Step 2 raffle entry: Account mapping

Reseller rep is entered into the raffle for Meta Ray-Ban Smart Glasses upon completion of an Account Mapping session with the Nitro Channel Manager.

8. Step 3 reward: Submit an accepted opportunity

Reseller rep must submit a Deal Registration within 2 weeks of the Lunch & Learn. The DR becomes a qualifying Opportunity once accepted, following a customer call with the Nitro team. Upon acceptance, distributor rep and reseller rep each receive a pair of AirPods 4. Distributor rep is entered into the EOY raffle for Meta Ray-Ban Smart Glasses.

9. Prize details

Meta Ray-Ban Smart Glasses: awarded via raffle, drawn end of quarter, max retail value \$300 USD each, non-transferable, no cash value. One pair available for a distributor winner and one pair available for reseller winner.

10. Target offices

Pre-selected list of 4-5 resellers per distributor (list maintained by the Nitro Channel Manager and Climb Alliance Manager). Activities outside the pre-selected list require approval.

11. Program cap

Total program spend is capped at \$8,000 USD for H2 2026. Once the cap is reached, remaining qualifying activities will not be rewarded until further notice. Nitro reserves the right to close the program early if the cap is met.

12. Fulfillment

Airbnb vouchers and AirPods Max issued per completed step, subject to verification by the Nitro Channel Manager.