



Large Order Program Guidelines

Effective 2/7/23 | Canada Excluded

Large Order Program Eligible Products:

- ALL Enlightened Style products are eligible in this program
- Use existing Enlightened Style sample books, no separate or different sampling vehicles to support the Large Order Program

Large Order Program Pricing Guidelines:

- Orders over 50+ units are eligible.
- Orders must contain the same product. Mixed product orders do not qualify. *Ex. Purchase Orders with a mix of Roller Shades and Faux Wood Blinds will not qualify for the extra discount even if the total exceeds 50 units.*
- The Large Order Program discount will be on top of all existing promotions from Enlightened Style. No exclusions.
- Large Order Program Sales will qualify for Enlightened Style Smart Choice benefits such as Incentive Trips.
- Large Order Program pricing is subject to any and all price increases. We will not hold price based on project timeline. If the quote may not be ordered for 12+ months, the account should build in a price escalation before submitting it to their customer.
- Orders must be placed in one lot shipment and not drawn over time.
- This discount will **NOT** be visible in eOrders or Touchpoint.
- If the Large Order Program discount is applied before the order ships, the invoice will reflect the lower price. If the order is invoiced without the discount, a credit will be issued against the invoice.
- In order to receive the pricing adjustment, contact your Area Sales Manager or Customer Service.
- Discount Guidelines:
 - 50-99 units: 5% off
 - 100+ units: 7% off
 - Credit description (OTA): Large Order Discount

Note: The Large Order Program replaces any prior CBG quote desk guidelines.

Shipping & Handling

- The Large Order Program is subject to all published shipping and handling charges. See the General Information section of our current Cost Price Reference Guide.
- Large Order Program orders will follow our existing packaging specifications. Bulk packaging is not available.

Production Lead Times:

- Reference our current Lead Time/Service Announcement. Lead times will be extended for orders over 50+ units.

Enlightened Style Program Support Materials

- Swatches [Swatch Order Form Link](#)