



Guardian Angel Appliance Service Plans

3 YEARS TOTAL (1 year manufacturer + 2 years)				
Retail Range	SKU	Suggested Retail	Service Plan Cost	Gross Profit
1 - 250\$	19P3A02	\$39.99	20.00	\$19.99
251 - 500\$	19P3A05	\$74.99	37.00	\$37.99
501 - 750\$	19P3A07	\$109.99	55.00	\$54.99
751 - 1000\$	19P3A10	\$129.99	65.00	\$64.99
1001 - 1,250\$	19P3A12	\$159.99	80.00	\$79.99
1,251 - 1,750\$	19P3A17	\$179.99	90.00	\$89.99
1,751 - 2,250\$	19P3A22	\$229.99	115.00	\$114.99
2,251 - 2,750\$	19P3A27	\$249.99	125.00	\$124.99
2,751 - 3,250\$	19P3A32	\$309.99	155.00	\$154.99
3,251 - 4,000\$	19P3A40	\$339.99	170.00	\$169.99
4,001 - 5,000\$	19P3A50	\$359.99	180.00	\$179.99
5,001 - 6,000\$	19P3A60	\$459.99	230.00	\$229.99
6,001 - 7,000\$	19P3A70	\$559.99	280.00	\$279.99
7,001 - 8,000\$	19P3A80	\$609.99	305.00	\$304.99
8,001 - 9,000\$	19P3A90	\$659.99	330.00	\$329.99
9,001 - 10,000\$	19P3A100	\$719.99	360.00	\$359.99
10,001 - 15,000\$	19P3A150	\$1,019.99	510.00	\$509.99
15,001 - 20,000\$	19P3A200	\$1,399.99	700.00	\$699.99
20,001 - 25,000\$	19P3A250	\$1,699.99	850.00	\$849.99
25,001 - 30,000\$	19P3A300	\$1,999.99	1000.00	\$999.99
30,001 - 35,000\$	19P3A350	\$2,499.99	1250.00	\$1,249.99
35,001 - 40,000\$	19P3A400	\$2,999.99	1550.00	\$1,449.99
40,001 - 45,000\$	19P3A450	\$3,299.99	1650.00	\$1,649.99
45,001 - 50,000\$	19P3A500	\$3,599.99	1800.00	\$1,799.99
50,001\$ - plus	19P3APL	8% of retail	4% of retail	4% of retail

5 YEARS TOTAL (1 year manufacturer + 4 years)				
Retail Range	SKU	Suggested Retail	Service Plan Cost	Gross Profit
1 - 250\$	19P5A02	\$79.99	42.00	\$37.99
251 - 500\$	19P5A05	\$119.99	65.00	\$54.99
501 - 750\$	19P5A07	\$159.99	85.00	\$74.99
751 - 1,000\$	19P5A10	\$199.99	105.00	\$94.99
1001 - 1,250\$	19P5A12	\$229.99	120.00	\$109.99
1,251 - 1,750\$	19P5A17	\$259.99	135.00	\$124.99
1,751 - 2,250\$	19P5A22	\$309.99	160.00	\$149.99
2,251 - 2,750\$	19P5A27	\$379.99	200.00	\$179.99
2,751 - 3,250\$	19P5A32	\$409.99	215.00	\$194.99
3,251 - 4,000\$	19P5A40	\$449.99	230.00	\$219.99
4,001 - 5,000\$	19P5A50	\$509.99	265.00	\$244.99
5,001 - 6,000\$	19P5A60	\$649.99	340.00	\$309.99
6,001 - 7,000\$	19P5A70	\$749.99	385.00	\$364.99
7,001 - 8,000\$	19P5A80	\$849.99	435.00	\$414.99
8,001 - 9,000\$	19P5A90	\$949.99	485.00	\$464.99
9,001 - 10,000\$	19P5A100	\$1,079.99	535.00	\$544.99
10,001 - 15,000\$	19P5A150	\$1,499.99	775.00	\$724.99
15,001 - 20,000\$	19P5A200	\$1,999.99	975.00	\$1,024.99
20,001 - 25,000\$	19P5A250	\$2,499.99	1250.00	\$1,249.99
25,001 - 30,000\$	19P5A300	\$2,999.99	1550.00	\$1,449.99
30,001 - 35,000\$	19P5A350	\$3,699.99	1850.00	\$1,849.99
35,001 - 40,000\$	19P5A400	\$4,199.99	2150.00	\$2,049.99
40,001 - 45,000\$	19P5A450	\$4,799.99	2450.00	\$2,349.99
45,001 - 50,000\$	19P5A500	\$5,399.99	2750.00	\$2,649.99
50,001\$ - plus	19P5APL	12% of retail	6% of retail	6% of retail

Minimum monthly registrations value equal to \$250 or more, are required with EXCELSIOR Guardian Angel service plans for Appliances and Electronics. In the event there are not enough service plans registered to create a total value of \$250, the authorized Excelsior retailer will be invoiced the difference between their total registrations for the month and the \$250 minimum.

