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APPLICATION: 2020 NMEA Master Dealer Technical Staff Verification

Dealer Name _____
 Street _____
 City, State, Zip _____
 Email _____

Date _____
 Contact person _____
 Submitted by _____
 Phone _____

MASTER DEALER POINTS SYSTEM-

1. The POINTS system below determines Master Dealer eligibility. All training certificates must be up to date.
2. Refer to program policy on page 2.
3. POINTS are credited for employed installers and technicians who have worked within your company greater than 2 years.
4. Employed installers and technicians who have worked within your company less than 2 years are not calculated into the points system. This allows you to hire individuals not knowing if they will remain with the dealer for a period greater than 2yrs. This is an attempt to keep dealer cost down when trying to qualify as a Master Dealer.
5. A Master Dealer must have at least one CMET or two NMETs on staff with NMEA certification up-to-date.
6. NMEA Dealers with the following number of Technical Staff need the amount of points listed in the table.

| # of Staff | Points Needed | Example |
|--------------------|---------------|---|
| 2 Technical Staff | 6 points | 1 CMET, 1 installer with BN2k & AMEI |
| 3 Technical Staff | 9 points | 2 NMETs, 1 installer w BN2k, AMEI, ABYC Elec, 1 installer BN2k |
| 4 Technical Staff | 12 points | 2 NMETs, 1 installer w BN2k, AMEI, ABYC Elec, 1 installer An2k & AMEI |
| | points | |
| 15 Technical Staff | 45 points | |

7. POINT SOURCE - points for technical staff are calculated using points from **either A and/or B**, then add points from C if applicable.

| A NMEA points (maximum 7 points) | | Points |
|----------------------------------|---|-------------------------------|
| CMET | Certified Marine Electronics Technician | 3 (includes FCC GROL + RADAR) |
| NMET | National Marine Electronics Technician | 2 |
| AMEI | Advanced Marine electronics Installer | 2 (supersedes BMEI) |
| AN2K | Advanced NMEA 2000 Installer | 2 (supersedes BN2k) |
| BMEI | Basic Marine electronics Installer | 1 |
| BN2k | Basic NMEA 2000 Installer | <u>1</u> |

| B FCC points (maximum 3 points) | | Points |
|---------------------------------|---------------------------------|--------|
| GROL | General Radio Operators License | 1 |
| GMDSS | Certified GMDSS maintainer | 1 |
| | GROL WITH-RADAR Endorsement | 2 |

| C Other Points (maximum of 3 points from choices below) | | Points |
|---|---|------------------|
| | ABYC Certified Electrician | 1 |
| | Completed Manufacturer training within past 2 years | 1 per employee |
| | Attended NMEA Conference in past 3 years | 1 per dealership |

NMEA USE ONLY

NMEA training verified: _____ Factory training verified: _____ **Total dealer POINTS:** _____
 CMET / NMET FCC verified: _____ Convention attendance verified: _____



NMEA Master Dealer Program Policy

1. The Master Dealer program is voluntary. Dealers can distinguish their company by providing information to NMEA that supports the qualifications of their technical staff. If an application is not approved, we recommend that additional training be undertaken in order to qualify as a Master Dealer.
2. The NMEA Master Dealer Committee reviews all applications. The review period may take up to 60 days.
3. Master Dealers must buy direct from at least four (4) NMEA Level 3 Manufacturer member companies.
4. Information provided to support the points claimed on page 1, will be checked against NMEA records to ensure certifications are current and factory training is correct. NMEA will contact the applying dealer for clarification, when necessary.
5. The total number of points for a Master Dealer application must average 3 points per technical employee. The dealer must employ one current CMET , or two current NMETs for Master Dealer eligibility.
6. The dealer must have a physical storefront and service area for demonstrating, testing & repairing electronics.
7. Technical Staff will NOT count individuals in the points system that have worked less than 2yrs with that dealer. The intent is to allow dealers to hire individuals not knowing if they will remain with the dealer for a period greater than 2yrs. This is an attempt to keep dealer cost down when trying to qualify as a Master Dealer.
8. Workman's Compensation records and proof of insurance for technical staff must be submitted with the application. Documents required for verification may be one of the following:
 - State or federal quarterly or annual unemployment return
 - IRS Form 940 Employer's Annual Federal Unemployment (FUTA) tax return
 - A statement showing annual payroll for technical staff for Workman's Compensation purposesNMEA will handle this information confidentially and after consideration of an application, personal staff information will be destroyed.
9. To maintain Master Dealer status, at least one technical staff representative from the dealership must attend the NMEA Annual Conference once every 3 years. NMEA will verify attendance at the conference.
10. Master Dealers may hire sub-contractors. All sub-contractors must meet the same criteria as the Master Dealer's employees. The Master Dealer is responsible to ensure that their sub-contractors' work is completed to the same high standard that is required from a Master Dealer's own technical staff. Sub-contracted labor must possess sufficient qualifying points, as if they were an employee of the Master Dealer.
11. Successful Master Dealer applicants will receive an NMEA Master Dealer Certificate suitable for framing, a Master Dealer window decal, the Consumer Bill of Rights, their company listing on NMEA.org as a Master Dealer and promotion in NMEA marketing of the Master Dealer program. Master Dealers also receive 2 discount coupons annually from participating electronics manufacturers. Conditions of use are noted on the coupons.
12. Master Dealers must re-submit their technical staff verification annually, in order to maintain their Master Dealer status. NMEA will remind Master Dealers when renewal is required.



Master Dealer Points Calculation Examples

Example 1:

Installer has a total of 3 points

- BMEI (1 point)
- BN2k (1 point)
- Manufacturer training within past 2 years (1 point)

| | | | |
|-------------------------|------|-----------------|----------|
| Technician Name: | | Tom Doe | |
| POINT source: | BMEI | POINTS claimed: | 1 |
| POINT source: | BN2K | POINTS claimed: | 1 |
| POINT source: | MFG | POINTS claimed: | 1 |
| POINT source: | | POINTS claimed: | |
| POINT source: | | POINTS claimed: | |
| Sub-total: | | | 3 |

Example 2:

Technician has a total of 6 points

- NMET (2 points)
- AN2k (2 points)
- AMEI (2 points)

| | | | |
|-------------------------|------|-----------------|----------|
| Technician Name: | | Mike Doe | |
| POINT source: | NMET | POINTS claimed: | 2 |
| POINT source: | AN2K | POINTS claimed: | 2 |
| POINT source: | AMEI | POINTS claimed: | 2 |
| POINT source: | | POINTS claimed: | |
| POINT source: | | POINTS claimed: | |
| Sub-total: | | | 6 |

Example 3:

Technician has a total of 10 points (*max is 10 for a single person*)

- CMET (3 points)
- AMEI (2 points)
- AN2K (2 points)
- GMDSS maintainer (1 point)
- ABYC Electrician (1 point)
- Manufacturer training (1 point)

| | | | |
|-------------------------|-------|-----------------|-----------|
| Technician Name: | | Harry Doe | |
| POINT source: | CMET | POINTS claimed: | 3 |
| POINT source: | AMEI | POINTS claimed: | 2 |
| POINT source: | AN2K | POINTS claimed: | 2 |
| POINT source: | GMDSS | POINTS claimed: | 1 |
| POINT source: | ABYC | POINTS claimed: | 1 |
| POINT source: | MFG | POINTS claimed: | 1 |
| Sub-total: | | | 10 |



Total Points Calculation *Per Employee*

- Please enter the points for each technical person on staff. Refer to tables on page 1 and examples on page 4
- *Technical Staff will NOT count individuals in the points system that have worked less than 2yrs with that dealer*
- *The purpose is to allow dealers to hire individuals not knowing if they will remain with the dealer for a period greater than 2yrs.*
- *This is an attempt to keep dealer cost down when trying to qualify as a Master Dealer*
- Copy this sheet to add additional technicians.

| NAME | | NAME | |
|--------------|--------|--------------|--------|
| Point Source | Points | Point Source | Points |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| Total | | Total | |
| | | | |
| NAME | | NAME | |
| Point Source | Points | Point Source | Points |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| Total | | Total | |
| | | | |
| NAME | | NAME | |
| Point Source | Points | Point Source | Points |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| Total | | Total | |