



Your N2M deal registration guide



What you will need:

- At least one person at your company has completed the Apple Sales Coach New to Mac collection
- Customer's business name and NZBN
- Expected number of Mac devices (minimum 10)
- The Mac product(s) you're planning to quote
- Your estimated timeline to close the deal

Step by step

Step 1: Navigate to New to Mac on the Apple Resource Hub

Step 1: Enter customer details. Business name, NZBN, and a contact name. You don't need to prove they're new to Mac - the system verifies eligibility automatically when you submit.

Step 1: Add deal details. Expected number of units, your product mix, and when you expect to close.

Step 1: Submit. You'll receive confirmation within 24 hours.

What happens next

- **Deal protection activates** - no other reseller can register the same customer during your window
- **Close the deal** - transact 10 to 100 units per customer
- **Earn automatically** - the incentive is applied when the deal closes

Common questions

"What if my customer has bought a few Mac devices before?"

Fewer than 10 units in the last 4 years still qualifies. Submit and the system verifies.

"How long is my deal protected?"

3 months from approval.

"What products qualify?"

MacBook Air, Pro, iMac, Mac Mini, Mac Studio and Mac Pro.

"Can I register multiple customers?"

Yes. Each customer is a separate registration. No limit on how many.

"Who do I contact?"

Dicker Data Apple Team –
appleinfo@dickerdata.co.nz

Register Your First Opportunity