

dermalogica® 2020 reward programs

Our reward programs are designed to give back to our customers in ways we know best – through education, personalization and complimentary products!

Dermalogica Circle rewards high volume skin centres.

You will be automatically enrolled into the Dermalogica Circle reward program in the beginning of every year based on your full year purchases (year prior). The program incentives include: plaque for recognition, annual reward points for products, testers, samples and merchandising pieces, sneak peeks on innovations, customized education classes, priorities, events, and 5% marketing voucher.

Full year spend		Gold \$35,000 - \$49,999	Platinum \$50,000 - \$99,999	Diamond Above \$100,000
Plaque		✓	✓	✓
Annual Reward Points		500	750	1200
Sneak Peek		1 set	2 sets	3 sets
Customized Education Classes per year		1	2	3
Invitation to networking lunch			✓	✓
Priority consumer referrals to nearest Skin Centre			✓	✓
Reserved seating at launch events and guest speaker events			✓	✓
5% year-end marketing voucher, issued bi-annually				✓

The **Loyal-D** reward program is aimed at supporting our most loyal Dermalogica Skin Centres for their continued, exclusive support to the brand. Apply to join our 2020 program today and take advantage of our rewards!

Qualifying with your Dermalogica full year purchases (year prior), the program incentive includes a quarterly rebate that can be used on treatment room merchandise and professional products. Regrading happens once a year, at the beginning of the year.

Full year spend	Bronze \$10,000 - \$19,999	Silver \$20,000 - \$34,999	Gold \$35,000 - \$49,999	Platinum Above \$50,000
Quarterly rebate on Professional Product and Treatment Room Merchandise	3.5%	6%	8%	10%

To redeem your professional product rebate, a credit amount will be emailed to you with a specific voucher number to be quoted and used within 30 business days of receiving. Rebates will be issued on a quarterly basis for the previous 3 months.

how do you apply for Loyal-D?

1. Fill out this online application form (this is **mandatory** even if you have been a part of the program in previous years)
2. Submit your application to your Business Consultant via email. The above benefits will be applied the first of the next quarter after you are approved into the program.

I understand that to remain a Loyal-D account:

- Dermalogica must be the only professional skin care brand used and endorsed in my treatment room/s
- No other skin care line, that comes with a retail skin care line, will be used in my Skin Centre treatment room/s
- Business Consultants will check to ensure your Skin Centre meets the above criteria which includes treatment room checks. Should the criteria not be fulfilled, Dermalogica will withdraw credit and benefits immediately.

dermalogica[®]
loyal-d **2020**
program

Skin Centre Name: _____

Account Number: _____ Business Owner Name: _____

Annual Dermalogica Purchases in 2019 (excluding tax): _____

Achieved Level: _____

I understand that to remain a loyal-d account:

- Dermalogica must be the only professional skin care brand used and endorsed in my treatment room/s
- No other skin care line, that comes with a retail skin care line, will be used in my skin centre treatment room/s
- My Skin Centre must achieve overall purchases at one of the below levels

Full year spend	Bronze \$10,000 - \$19,999	Silver \$20,000 - \$34,999	Gold \$35,000 - \$49,999	Platinum Above \$50,000
Quarterly rebate on Professional Product and Treatment Room Merchandise	3.5%	6%	8%	10%

I understand that Dermalogica has the right to withdraw loyal-d benefits immediately should my business not meet the above criteria throughout 2020.

- These rewards may not be used in conjunction with other offers/deals (excluding Dermalogica Circle rewards)
- Variations in treatment room package may occur depending on stock availability

Random checks will be administered by my Dermalogica Business Consultant to ensure the above criteria are met. Should criteria not be fulfilled, Dermalogica will withdraw discounts and benefits immediately.

Business Owner signature: _____ Date: _____

OFFICE USE ONLY

Site inspection completed? YES/NO: _____

Business Consultant signed approval: _____

Date: _____

Please submit completed forms to salesupport.ca@dermalogica.com