



2005 CO-OP GUIDELINE
November 1, 2004 – October 31, 2005

A guide for calculating the amount of advertising reimbursement possible.

Standard Co-op Program

- 4% AG
4% SB
3% Volume Bonus by buying \$7,500 Combined AG/SB for the Year
2% Lamps (Australian Gold Branded Lamps)
13% Cash Back on Lotions and Lamps!

Extra Wolff Lamp Co-op

- 4% AG
4% SB
3% Volume Bonus by Buying \$7,500 Combined AG/SB for the Year
2% Lamps (Australian Gold Branded Lamps)
13% Cash Back on Lotions and Lamps
+3% Extra Lamps - For Adding Wolff Logo
16% Cash Back on Lamps Only!

Premier Program – 1 and 3 Year Memberships

- 4% AG
4% SB
3% Volume Bonus by Buying \$7,500 Combined AG/SB for the Year
2% Lamps (Australian Gold Branded Lamps)
13% Cash Back on Lotions and Lamps
+5% For 1 Year Premier
18% Cash Back on Lotions Only (Still Same on Lamps as Above at 16%)

- 4% AG
4% SB
3% Volume Bonus by Buying \$7,500 Combined AG/SB for the Year
2% Lamps (Australian Gold Branded Lamps)
13% Cash Back on Lotions and Lamps
+8% For 3 Year Premier
21% Cash Back on Lotions Only (Still Same on Lamps as Above at 16%)

Purchasing Equipment If you purchase an ETS, Inc bed (32-lamp or higher per salon) within the promotional year, add 5% to all the above depending on what the salon qualifies for based on purchases. The price of the bed is excluded from the total.

When a salon claim is received we check for the following:

- Acceptable, exclusive ad(s)
Appropriate receipts for each ad (The receipts must give ad dates and the cost for the ads.)
Proof-of-purchase (copies of invoices)
A completed & signed co-op form
A completed & signed W-9 tax form

