

PST loyalty program 2022

	ALL ACCOUNTS	BLUE	CIRCLE	VIP	DIAMOND
Spend per calendar year	\$50	\$10,000	\$25,000	\$50,000	\$100,000
Earn 1 Derm Dollar for each \$50 spent	●	●	●	●	●
Access to social media support		●	●	●	●
Access to online workshops		●	●	●	●
Exclusive promotions		●	●	●	●
Eligible to earn 5% back on annual spend*		●	●	●	●
Select retail product gifts (4 per year)			●	●	●
1,000 derm dollar bonus per tier**			●	●	●
Tester refill set			●	●	●
Dermalogica event reimbursement			●	●	●
Custom promotional-size product bundle				●	●
Personalized limited-edition marketing support					●
Earn 2x derm dollars on all purchases					●

***The 1,000 derm dollar bonus is added to the account by the end of the month in which they reach the Derm Circle, VIP, and Diamond tiers.*

derm dollars:

For every \$50 you spend on Dermalogica product, we contribute 1 Derm Dollar to your personal marketing fund – which can be used to help grow your business. Use your Derm Dollars to purchase support materials, International Dermal Institute classes, and customized marketing resources. Derm Dollars must be redeemed within six months of earning them. Accounts can check their derm dollar balance and expiration dates on their dashboard on pro.dermalogica.com. 1 Derm Dollar = \$1.00

recognition packages:

Accounts under each tier will receive a recognition package to congratulate them for reaching their corresponding tier. Recognition packages vary by tier. They will be rewarded in January 2023.

*eligibility requirements to earn 5% back on annual spend:

- + Must have purchased at least \$10,000 with Dermalogica in 2021.
- + Accounts must have been opened prior to December 31, 2020.
- + Must grow 20% annually based on 2022 growth vs. 2021 sales.

Maximum credit per calendar year is \$4,000. PCV will be credited in January 2023 based on 2022 growth vs. 2021 sales. Accounts that sell exclusively online are excluded from the 5% back on annual spend and tester refill set benefits. PCV will expire July 31, 2023.

dermalogica event reimbursement:

Eligible accounts can apply to receive a reimbursement of up to \$200 in a PCV (Product Credit Voucher) for hosting a Dermalogica event in their business. The form can be found on pro.dermalogica.com. The form must be submitted no more than 30 days after the event date in order to qualify for reimbursement. A reimbursement can only be redeemed once a year.

Accounts can check their PCV balance on their dashboard on pro.dermalogica.com.