

dermalogica loyalty program

	BLUE	CIRCLE	VIP	DIAMOND
Spend per calendar year	\$10,000	\$25,000	\$50,000	\$100,000
trials and samples gift	●	●	●	●
100 derm dollar bonus**	●	●	●	●
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				●

*Must grow 20% annually and have opened prior to December 31, 2021.

**The 100 and 1,000 derm dollar bonuses are added to the account by the end of the month in which they reach the Blue, Derm Circle, VIP, and Diamond tiers.

appendix

AFFILIATE PROGRAM

Earn 15% back in product credit when your clients purchase on dermalogica.com.

Rewards in the form of a Product Credit Voucher (PCV) will be credited to your account monthly.

Go to **pro.dermalogica.com** for more information on how to sign up.

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.

1 Derm Dollar = \$1.00

Accounts can check their derm dollar balance on their dashboard on pro.dermalogica.com.

DERMALOGICA LOYALTY PROGRAM

Recognition packages will be rewarded annually in January.

Requirements to be eligible to earn 5% back on annual spend*:

- PST accounts must have purchased at least \$10,000 with Dermalogica in 2022.
- National Accounts must have purchased at least \$18,000 with Dermalogica in 2022.
- Accounts must have been opened prior to December 31, 2021.
- Must grow 20% annually based on 2023 growth vs. 2022 sales.

*Maximum credit per calendar year is \$4,000. PCV will be credited in January 2024 based on 2023 growth vs. 2022 sales. Accounts that sell exclusively online are excluded from the 5% back on annual spend and tester refill set benefits. Product Credit Vouchers will expire 6 months after being applied to accounts.

DERMALOGICA EVENT REIMBURSEMENT

Derm Circle, VIP, and Diamond accounts can apply to receive a reimbursement of up to \$200 in a PCV 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.

WEB RESOURCES

dermalogica pro
pro.dermalogica.com

Your one-stop shop for all professional resources.

online ordering
buy.dermalogica.com

Order products anytime, day or night.

the international dermal institute
dermalinstitute.com

The gold standard in postgraduate skin care education. A home for all licensed skin therapists to gain skills and knowledge critical to being competitive in the industry.

living skin podcast

Available on apple podcast & google play music.

Brings advice from top skin health experts directly to you. We discuss skin technologies and business strategies to help you get real results in and out of the treatment room.