



**2006 CO-OP GUIDELINE
November 1, 2005 – October 31, 2006**

A guide for calculating the amount of advertising reimbursement possible.

Standard Co-op Program

- 4% AG
- 4% SB
- 3% Volume Bonus by buying \$10,000 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 \$10,000 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 \$10,000 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 \$10,000 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 (28-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

