

# Salon Co-op Advertising Claim Form



(11-1-07 to 10-31-08)



Use this form to submit claims for reimbursement for any funds spent to advertise your salon  
**for dates 11-1-07 to 10-31-08.**

Salon Name \_\_\_\_\_ Salon Phone Number \_\_\_\_\_

Mailing Address \_\_\_\_\_ Salon Owner \_\_\_\_\_

\_\_\_\_\_

E-mail Address \_\_\_\_\_ Primary Distributor \_\_\_\_\_

Are you a Premier Salon? \_\_\_\_\_ Tax I.D. # \_\_\_\_\_

(For information on the Premier Salon Program visit [www.australiangold.com](http://www.australiangold.com),  
[www.caltanbiz.com](http://www.caltanbiz.com), [www.designerskinbiz.com](http://www.designerskinbiz.com) or call 1-800-SUN-CARE)

Advertising Medium (please specify radio, print, postcards, TV, flyer, etc.) \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Amount of Claim For Advertising \$ \_\_\_\_\_

All claims must adhere to all **Australian Gold, LLC** Co-Op Guidelines. Please read these requirements carefully and include all necessary documentation to support your claims.

Salon Owner Signature \_\_\_\_\_ Date \_\_\_\_\_

To ensure proper processing, please mail this completed form, as well as all required documentation to:

**Australian Gold, LLC**  
ATTN: Customer Service  
6270 Corporate Drive  
Indianapolis, IN 46278  
FAX: 1-888-484-5109

**DEADLINE FOR CLAIMS SUBMISSIONS IS DECEMBER 31, 2008**

# 2008 Salon Co-op Advertising Requirements

**November 1, 2007 – October 31, 2008**

The Co-op program is for Professional Indoor Tanning Salons. A salon can earn reimbursement for the exclusive advertising of Australian Gold, LLC and/or California Tan, LLC and/or Designer Skin, LLC family of brands. These brands consist of: **Australian Gold®**, **California Tan®**, **Designer Skin®**, **Swedish Beauty®**, **Boutique®**, **Bronzing Ambience**, **Matahari®**, **Colorology®**, **Emerald Bay®**, **Splash®**, **Tanning Tonics** and **Caribbean Gold® Cheers!** The amount of reimbursement is based on the salon's yearly purchases from 11/1/2007 to 10/31/2008 of Australian Gold, LLC and/or California Tan, LLC and/or Designer Skin, LLC family of brand lotions and their advertising costs.

The categories and respective percentages are as follows:

## Standard Co-op Program

- 9% **Australian Gold, LLC** and/or **California Tan, LLC** and/or **Designer Skin, LLC** Brands–  
**lotion purchase advertising reimbursement**
- 2% Positive Tanning Statement\* - **advertising reimbursement**
- 2% Lamps (**Australian Gold®** Branded **Wolff®** and **Cosmedico®** Lamps) - **advertising reimbursement**

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- 13% Cash Back on Lotions and Lamps!**

## Extra Wolff® Lamp Co-op

- 13% Cash Back on Lotions and Lamps!**
- +3% Extra Lamp Co-op - For Adding **Wolff®** Logo – **advertising reimbursement\*\***

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- 16% Cash Back on Australian Gold® Branded Wolff® Lamps Only!**

## Premier Program – 3 Year Memberships

- 9% **Australian Gold, LLC** and/or **California Tan, LLC** and/or **Designer Skin, LLC** Brands–  
**lotion purchase advertising reimbursement**
- 2% Positive Tanning Statement\* – **advertising reimbursement**
- 2% Lamps (**Australian Gold®** Branded **Wolff®** and **Cosmedico®** Lamps) – **advertising reimbursement**

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- 13% Cash Back on Lotions and Lamps!**
- +9% For 3 Year Premier Salon**

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- 22% 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 not included in the salon's yearly purchases. Only one bed can be claimed per year per salon. The bed/booth must be purchased between 11/1/07 to 10/31/08.

\* Positive Tanning Statement – "Tanning...Look Good. Feel Great!"™ must be used in approved stylized form. Statement can be downloaded from [www.caltanbiz.com](http://www.caltanbiz.com), [www.australiangold.com](http://www.australiangold.com), [www.designerskinbiz.com](http://www.designerskinbiz.com) or call 1-800-SUNCARE.

**Tanning...**  
LOOK GOOD. FEEL GREAT!

\*\* Please note that the **Wolff®** System lamp rebate allows salons to earn a 3% advertising reimbursement on **Wolff®** lamp purchases when the **Wolff®** System Sun for Life logo is advertised with their **Australian Gold®** and/or **California Tan®** and/or **Designer Skin®** logos exclusively. The amount of reimbursement for advertising the **Wolff®** logo is based on purchases of **Wolff®** lamps between 11/1/07 and 10/31/08.



The following are requirements for your claim to be processed:

1. Copies of invoices, showing proof of purchase must follow this criterion: each invoice must be legible and include a date, invoice number, product(s) purchased, purchase price, and your salon's name, as the customer. To be sure all your products are accounted for please highlight or mark the items you are claiming.
2. The exclusive advertisement(s) you are claiming for reimbursement (these ads must be readable – no proofs accepted).
3. Receipt(s) for the ad(s) you are claiming must show date of ad(s) in public view between 11/1/2007 to 10/31/2008.
4. The claim must be completed and have the owner's signature for validity.
5. Australian Gold, LLC will not pay any claim under \$25.00.
6. The deadline to turn in claims is December 31, 2008.
7. Australian Gold, LLC must have salon's tax I.D. number.

Additional Salon Co-op, and SPIFF Forms can be downloaded from our website at [www.australiangold.com](http://www.australiangold.com) or [www.caltanbiz.com](http://www.caltanbiz.com), or [www.designerskinbiz.com](http://www.designerskinbiz.com). Australian Gold, LLC reserves the right to verify any documentation and correct as necessary. All paperwork and advertisements become the property of Australian Gold, LLC.