

# dermalogica perks 2.0

	ALL ACCOUNTS	CIRCLE	INSIDER	ELITE	VIP
<b>tiers</b> Spend per calendar year (January 1-December 31)	less than \$9,999	\$10,000 - \$24,999	\$25,000 - \$49,999	\$50,000 - \$74,999	\$75,000 +
<b>education</b> Access to in-person and online workshops	●	●	●	●	●
<b>visual assets</b> Access to online visual asset collection	●	●	●	●	●
<b>direct ship</b> Access to A launch Direct Ship deals that are automatically delivered to you before launch	●	●	●	●	●
<b>free standard shipping</b> Free standard shipping on all online purchases of \$450+ and \$650+ with customer service	●	●	●	●	●
<b>samples, trials, and tester</b> Redeem Derm Points for samples, trials, and testers	●	●	●	●	●
<b>exclusive branded items</b> Redeem Derm Points for exclusive Dermalogica merchandise		●	●	●	●
<b>NEW! innovation themed event-in-a-box</b> Redeem Derm Points for kits containing eventing essentials to support A launches approx. value \$125		●	●	●	●
<b>NEW! point bonus</b> Receive one Derm Points bonus per year		1,500	3,000	5,000	7,000
<b>recognition plaque</b> Receive a Dermalogica award plaque once a year			●	●	●
<b>NEW! tester refill set</b> Receive one Top 10 retail tester set per year			●	●	●
<b>exclusive redemption promotions</b> Redeem Derm Points for more during limited time promotional events			●	●	●
<b>sneak peeks</b> Be the first to try our newest A launches (4 A launches per year)			1 product / launch	2 products / launch	3 products / launch
<b>NEW! customized co-op marketing support</b> Redeem Derm Points to cover 50% of advertising initiatives with custom visual support				●	●
<b>NEW! event reimbursement</b> Dedicated Dermalogica event reimbursement up to \$1000 annually					●

**derm points:**

For every \$50 you spend on Dermalogica product, we contribute 1 Derm Point to your personal marketing fund which can be used to help grow your business. Use your Derm Points to purchase support materials, event kits, and customized marketing resources. Derm Points must be redeemed within one year of earning. Accounts can check their Derm Point balance and expiration dates on their dashboard on pro.dermalogica.com. 1 Derm Point = \$1.00.

**derm points bonus:**

The Derm Point bonus is added to the account once per year in January, the year after the tier is earned. Circle, Insider, Elite, and VIP accounts will receive their bonus in January 2024 based on their 2023 year-end tier status.

**tester refill set:**

The tester refill set ships once per year in January, the year after the tier is earned. Insider, Elite, and VIP accounts will receive a tester set in January 2024 based on their 2023 year-end tier status. **The tester set includes current top 10 retail products valued at \$767.**

**customized marketing support:**

**Redeem your Derm Points to cover up to 50% of advertising initiatives with custom creative support from our Graphic Designer.** To be eligible for coverage, all creative assets must be approved by Dermalogica in advance. The creative brief can be found on pro.dermalogica.com and must be submitted with a 2-week lead time. Invoices and copy of advertisement must be submitted within 30 days of production/campaign completion in order to qualify for reimbursement. The reimbursement will be applied as a credit on your Dermalogica account. *Please note:* Installation costs, hardware, fixtures, shipping costs or taxes are not covered. If you are using an agency, account management and agency fees are also not eligible for reimbursement.

**dermalogica event reimbursement:**

**Eligible accounts can apply to receive a reimbursement of up to \$1000 for hosting a Dermalogica event in their business.** The approval form can be found on pro.dermalogica.com and must be submitted no more than 30 days after the event date in order to qualify for reimbursement. The reimbursement will be applied as a credit on your Dermalogica account. A reimbursement can only be redeemed once a year.