

K REWARDS

SALON REBATE PROGRAM

PROGRAM OBJECTIVES

- REWARD OUR MOST ENGAGED SALONS WHO BEST REPRESENT OUR BRAND
- RECOGNIZE SUPPORT OF OUR BRAND INNOVATION AND HERO SKUS
- ENCOURAGE PARTICIPATION OF SELL-THROUGH CLIENT ACTIVATIONS TO FURTHER YOUR SALON'S SUCCESS

HOW TO QUALIFY

- MAINTAIN QUARTERLY PURCHASE LEVELS OF AT LEAST \$7,500
- ACHIEVE BRAND QUARTERLY PURCHASE GROWTH TARGET (E.G. Q1 = +10%)

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HOW TO EARN

% granted	Q1 2024	Q2 2024	Q3 2024	Q4 2024	\$ earned
2%	PREMIERE purchases	PREMIERE purchases	ELIXIR LAUNCH purchases	FUSIO-DOSE purchases	on launch/promo purchases only
2%	THERMIQUE promo purchases	NUTRITIVE purchases	HOLIDAY purchases	HOLIDAY purchases	on launch/promo purchases only
ALWAYS ON (% given on all purchases):					
2%*	LAUNCH PARTICIPATION				on all purchases
3%	HERO PRODUCTS				on all purchases
2%	FUSIO-DOSE WALL				on all purchases
2%	EXCLUSIVE PPD RETAIL				on all purchases

*4% for salons that pre-committed to taking all launches in 2024

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