

Surface Affiliate Salon Program 2021-2022



Qualifying Salon Rewards for Salon Guests Purchasing On The Surface Website

Surface appreciates and rewards our salon partnerships. In our ever-changing times we see circumstances that have driven salon guests to online purchasing of retail. We believe that when circumstances allow, salon guests will purchase 99.9% of hair care at the time of recommendation 'in the salon'. Surface provides product knowledge, marketing, technical training, and business support for salons to maximize in salon services and retail sales. In event that a salon guest chooses to purchase on the Surface website and enters their 'Surface Affiliate Salon Code' the qualifying Affiliate Salon will receive a reward of 20% or 25% of their salon guests' online purchase. Salon reward is based upon their Surface Salon Reward Status.

Surface Affiliate Salon Program:

- Surface online sales features open stock sales. Sales of Box Sets and Monthly Promotions are in-salon only. Online prices are approximately +3% above suggested Surface in salon retail price. New consumers may receive a savings on their first purchase. At all times consumers are guided to the Surface Salon locator. The intent of this is to direct Surface users who are not guests of a Surface Salon to their local Surface salon for services and future Surface purchases.
- In respect of the Earth, Surface limits our shipping carbon footprint by positioning our warehouse in the middle of North America, thus our web sales are in USD Funds. There is a flat rate shipping fee and Free shipping may be achieved based upon the level of purchase.
- This program is administered direct by Surface. Your Surface Professional Salon Distributor and their salon consultant provide wonderful Surface product and education support however in no way do they administer or are they responsible for the Affiliate Program. Due to Online Privacy Regulation Surface is not able to provide the information of online purchases. Surface reserves the right to modify or discontinue this program without notice.

A. Qualifying

1. To qualify as an 'Affiliate Salon' a salon is to achieve and maintain a minimum 'Surface Origins Reward Level'* of \$2,000 per Quarter in Surface purchases from their Surface Distributor.
2. Salons new to Surface who purchase a 'Culture' Introductory Offer which are available from their Surface Distributor will automatically be enrolled as an Affiliate Salon. To maintain Affiliate Status these salons are required to achieve a minimum 'Surface Origins Reward Level'*.
3. Salon to have an in-salon retail representation of all Surface products.
4. Quarterly Affiliate Salon Reward to be a minimum of \$40.

* 'Surface Rewards' is a separate program which rewards salons based upon their Surface purchases from their Surface Distributor. If you do not currently have a Surface Distributor please contact info@surfacehair.com . Surface Reward Levels are based upon a salon's quarterly Surface Distributor purchases 1. 'Origins' \$2,000 - \$4,999, 2. Core \$5,000 - \$12,499, 3. Culture +\$12,500.

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B. Process

1. Affiliate Salon is provided with an Affiliate Code which is posted on the Surface Salon Locator www.surfacehair.com
2. The salon guest enters their salon code at time of purchase.

C. Reward

1. Surface calculates rewards quarterly.
2. Salon must qualify with in the Surface Rewards program during the quarter.
3. Qualifying salons receive a percentage of online salon guest purchases in the form of Affiliate Reward Credit. The Affiliate Reward Credit is to be redeemed directly with Surface for the salon's choice of Surface open stock product and sundries at 'salon cost'.
 - Salons at Culture Level receive 25% credit of online guest purchases.
 - Salons at Origins & Core Level Reward receive 20% credit of online guest purchases.Example: www.surfachair.com Quarter purchases linked to a Core Level Salon total \$500. Salon credit is 20% \$100 and is to be redeemed by the salon at open stock pricing toward salons' choice of Surface products including tools and sundry items.
4. Quarterly Affiliate Salon Reward to be a minimum of \$40.

D. Redemption

1. Quarterly the Affiliate Reward value will be emailed to the Salon with an order form.
2. Within 15 days of receipt the order form is to be completed by the Salon and emailed back to Surface. Surface ships the reward order direct to the salon.
3. If a product ordered by the Salon is out of stock Surface reserves the right to replace the out of stock product with a replacement product of equal or greater value.
4. Salon must redeem each quarter's value in full; value will not be carried over to following quarters.

It is with tremendous gratitude that Surface appreciates Beauty Professionals. We value our Surface Salon Partners, Salon Growth Managers, Educators, Surface Distributors, Distributor Salon Consultants and World Community. We believe that beauty professionals deserve to earn above average income and do so with products that respect their personal health and the Earth.

Sincerely,

A handwritten signature in black ink, appearing to read "Wayne Grund".

Wayne Grund
Surface Founder