

FAQ

Q. How are the rewards dollars paid?

A. As product and / or education credit.

Q. What is priority pricing at sale events?

- A. Guaranteed opportunity to place one order with at least 10% off everything or best price, whichever is greater.
- Q. Can credits be rolled over through the year?
- A. Yes, which is useful for saving up for education experiences.
- Q. What does"subject to SBC discretion" mean?
- A. The SBC will require that the use of rewards further the mutual growth of salon with Sullivan Beauty.
- Q. What is StyList Stores e-commerce?
- A. Your website's new online store containing your Sullivan Beauty brands.
- Q. Does this eliminate my Brand's rewards program?

  A. No. Elite rewards are in addition to it.
- Q. Do intros and/or buybacks count toward my rewards?
- A. No Intros and buybacks have a built in discount greater than your elite rewards.
- Q. Do I need to enroll?

A. No, enrollment is automatic!

NOTE: Rewards may not be elligible while you hold a balance

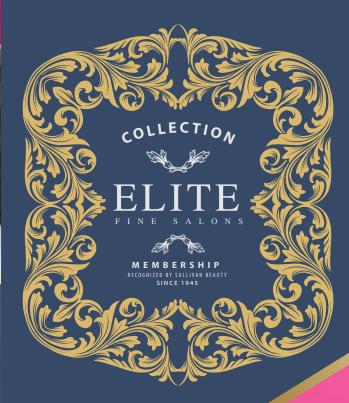
Your new Elite Collection Salon entryway plaque will be installed by Sullivan Beauty:

to receive your rewards

Meeting a Sullivan Beauty Consultant (SBC) to discuss how the rewards will be used to achieve your business goals & grow!

(Rewards subject to SBC discretion).





REWARDS GUIDE











## EXCLUSIVE CONTESTS

ALL Elite salons are entered into exclusive contests to achieve education and or R&R at an elite destination

## E L I T E S TATUS

Elite Collection salons receive priority pricing at sale events and priority seating at large events.



products or services

## LAYERING REWARDS

\* of your brand(s)

purchases

Your Sullivan Beauty Elite Collection rewards are in addition to our brands' generous rewards programs.



**StyList Stores** 

PERKS

your P&L









Living proof. OLAPLEX
Proof Positive Rewards LOYALTY PROGRAM