



Australian Gold®, Designer Skin®, California Tan®, LLC
Family of Brands
Color YOU Rich in 2010!!!



Earn Money Back on Every Bottle of Lotion!



DESIGNER SKIN™

Australian Gold® Products

(Australian Gold, Swedish Beauty, and Caribbean Gold)
 Salon SPIFF Dates: 01/01/10 – 06/30/10
 All AG products over \$30.00 \$.25
 All AG products \$30.00 and below .10

California Tan® Products

(California Tan, Matahari, and Emerald Bay)
 Salon SPIFF Dates: 01/01/10 – 06/30/10
 All CT products over \$30.00 \$.25
 All CT products \$30.00 and below .10

Designer Skin®

(Designer Skin, Boutique, and Splash)
 Salon SPIFF Dates: 01/01/10 – 06/30/10
 All Designer Skin® products over \$30.00 \$.25
 All Designer Skin® products \$30.00 and below \$.10

2010 CO-OP GUIDELINE

November 1, 2009 – October 31, 2010

- Australian Gold®, Designer Skin®, and California Tan® Brand lotion purchases earn a 9% advertising reimbursement when AG/DS/CT brands are advertised exclusively and comprise 15% of your advertisement.
- Positive Tanning Statement - "Tanning...Look Good. Feel Great!" earns 2% advertising reimbursement. An AG, DS, or CT Brand logo must accompany the Positive Tanning Statement to qualify for the 2%.
- Australian Gold® Branded Wolff® and Cosmedico® lamp purchases earn a 2% advertising reimbursement.
- Use of Wolff® System logo in advertisements earns a 3% advertising reimbursement on lamps.
- Your exclusive Australian Gold®/Designer Skin®/California Tan® Brands advertisement must use approved AG/DS/CT Brand Logos and comprise 15% of your advertisement. Approved logo can be obtained from www.newsunshine.com.
- Internet based advertising will not be reimbursed. If caught selling online, all Co-op and Spiff claims will not be paid.

Standard Co-op Program

9% AG/DS/CT Brands
 2% Positive Tanning Statement*
 + 2% Lamps (Australian Gold® Branded & Cosmedico Lamps)

 13% Cash Back on Lotions and Lamps!

It Pays to be Premier!

Premier Program - 3 Year Membership
 Same as Standard Co-op program;
 13% Cash Back on Lotions and Lamps
 + 12% Extra for 3 Year Premier Agreement**

 25% Cash Back on Lotions and up to 16% on Lamps

Extra Wolff Lamp Co-op Reimbursement!

Wolff® reimbursement can be used with the Standard and Premier III Agreements.
 Use of Wolff® System Logo must appear in advertising with AG/DS/CT Brand logos to earn this bonus.
 Standard and Premier III Lamp Co-Op Reimbursement:
 13% Cash Back on Lotions and Lamp ANNUAL purchases!
 + 3% Extra Cash Back on Australian Gold® Branded Lamps.

 16% Cash Back on Lamps only with Wolff® Logo in Ad.

* Positive Tanning Statement: "Tanning...Look Good, Feel Great!" must be used in approved stylized form and accompany an approved AG/DS/CT logo. Approved logos can be obtained from www.newsunshine.com.

** Premier Salons that choose extra Co-op funds cannot claim extra Spiff amounts.

*** Purchases must be from distributor indicated on Premier Salon Agreement.

When a salon claim is received, we check for the following:

- Acceptable, exclusive ad(s). No proofs are accepted.
- Appropriate receipts for each ad (receipt(s) must show ad dates and cost of ad(s)
- Receipt(s) for the ad(s) being claimed, must show date of ad(s) in public view between 11/1/09 to 10/31/10
- Proof-of-purchase (copies of invoices)
- A completed Salon Co-op Advertising Claim form, including the owner's signature for validation and Salon's Tax ID number.
- New Sunshine, LLC will not pay any claim under \$50.00
- The deadline to turn in co-op claims is December 31, 2010. The deadline to turn in Spiffs is October 21, 2010.



All paperwork becomes the property of New Sunshine, LLC & will not be returned.
 New Sunshine, LLC reserves the right to verify any documentation and correct as necessary.

The information provided above is an overview of the programs only.
Please check www.fstanning.com for a complete set of program rules and forms.

