

2019 MEMBER TERMS

3 WAYS TO INCREASE REBATES

ANNUALLY

1 Growth Rebate

TIER 1 : \$12,000-\$39,999 SALES TO QUALIFY

GROWTH BY	REBATE
10% VS 2018	1%
15% VS 2018	2%
20% VS 2018	3%

TIER 2 : MINIMUM \$40,000 SALES TO QUALIFY

GROWTH BY	REBATE
5% VS 2018	1%
8% VS 2018	2%
12% VS 2018	3%

2 Return Rate Rebate

TARGET	REBATE
10%	2%

Minimum \$12,000 to Qualify

3 Loyalty Rebate

GROWTH BY	REBATE
At least flat	2%

Minimum \$40,000 to Qualify

CONTACT YOUR SAFILO SALES REPRESENTATIVE FOR MORE INFORMATION, OR THE SAFILO VENDOR PAGE ON INSIGHT

1. Total Year End net sales volume must meet or exceed previous year's net sales volume and Overall Year-End unit return rate must not exceed 16% to be eligible for any Rebates.
2. All purchases (Incl. High Margin & Closeouts) will qualify towards rebate qualifiers, however, Rebates will be calculated and paid out on regular priced purchases only.