

TSO™ REWARDS Program



As a TSO Network Member, you are automatically enrolled and eligible to take advantage of the New 2015 Alcon Rewards Program. All you need to do is select which program, growth or share, you wish to participate in. Once you have made your selection you will earn your rewards each quarter throughout the 2015 sales year.

You have the opportunity to pick the reward program that fits best with your practice!

GROWTH PROGRAM

	QUARTERLY SALES TIERS (ANNUALIZED)	VOLUME REBATE*	GROWTH REBATE**
TIER 1	\$1,000 – \$2,999	0%	10%
TIER 2	\$3,000 – \$15,999	1%	20%
TIER 3	\$16,000 – \$24,999	5%	15%
TIER 4	\$25,000 +	6%	10%



SHARE PROGRAM

No minimum purchase required

SHARE LEVEL	PAYOUT
20%	2%
30%	4%
40%	6%
50%	10%

*Must be ≥ -5% prior years cumulative quarterly average
 **Paid on any growth dollars

- Growth program assessed quarters are based on prior year's quarterly average and is a cumulative build throughout the year
- Prorated payments made on a quarterly basis, subject to adjustment at year end

- TSO member must provide a validated, year to date share every quarter throughout the year
- Share reward is based on Share alone

Email your program selection to: marketing.operations@alcon.com

(Please include your Name, Address and Phone Number in your email)

Eligible contact lens purchases will be based on "net combined purchases" (dollar purchases either directly from Alcon or from an authorized Alcon distributor). Calculations will be made on a YTD basis with a starting date of January 1, 2015, subject to adjustment at year end. Payments will be made by check estimated to be issued within 10 weeks of quarter end.

PROGRAM DATES

QUARTER 1
Jan – Mar 2015

QUARTER 2
Apr – Jun 2015

QUARTER 3
Jul – Sep 2015

QUARTER 4
Oct – Dec 2015

See product instructions for complete wear, care, and safety information. © 2015 Novartis 4/15 VCM15073SS myalcon.com

