

# SCRUPLES<sup>®</sup>

## PRODUCT EXCHANGE POLICY

**Scruples Product Exchange Program is approved on a case-by-case basis. Each exchange must be pre-approved by a Scruples regional manager. Once approved for an exchange, the salon must purchase a Scruples Salon Introductory Unit in the category of product that is to be exchanged and make a commitment to Scruples products for at least one year.**

Once all requirements are met, Scruples will exchange unopened competitor open stock product for Scruples open stock product on an ounce-for-ounce basis in the same product category.

Scruples Blazing Highlighting & Color System cannot be used as part of the Product Exchange Program for haircolor.

Haircolor Example: Competitor color / Scruples High Definition Color Gel

Salon Inventory: 24 tubes of  
competitor color (3 oz. ea.) = 72 oz.

Exchange: 18 bottles of Scruples High Definition  
Color Gel (4 oz. ea.) = 72 oz.

An exchange form must be completed for each exchange. The form lists the details of the actual exchange including the competitor's product, number of tubes/bottles and the total ounces of product to be exchanged. The form must also contain the name of the Scruples product, number of tubes/bottles and the total ounces equal to the exchange. The completed exchange form must be sent to the Scruples regional manager. The distributor/distributor sales consultant must provide invoices showing the product exchange. Credit will be given to the distributor at distributor cost.

**This program is designed to assist you in  
building key Scruples accounts.**

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## PRODUCT EXCHANGE FORM

Complete the Product Exchange Form and return to your  
Scruples regional manager with invoices.

### Pre-approval

This section must be completed and approved prior to conducting an exchange.

Salon name:	<input type="text"/>		
Salon owner:	<input type="text"/>		
Salon address:	<input type="text"/>		
City:	<input type="text"/>	State:	<input type="text"/>
		Zip:	<input type="text"/>
Phone:	<input type="text"/>	Email:	<input type="text"/>
Product to be exchanged:	<input type="text"/>		
Estimated number of unopened bottles/tubes:	<input type="text"/>		
Regional manager signature:	<input type="text"/>	Date:	<input type="text"/>
Distributor signature:	<input type="text"/>		

### Actual exchange information (complete after approval)

Date:

Competitor product:	<input type="text"/>		
<input type="text"/>	number of bottles/tubes	X	<input type="text"/>
			ounces per bottle = <input type="text"/>
			Total
Scruples product:	<input type="text"/>		
<input type="text"/>	number of bottles/tubes	X	<input type="text"/>
			ounces per bottle = <input type="text"/>
			Total

Competitor product:	<input type="text"/>		
<input type="text"/>	number of bottles/tubes	X	<input type="text"/>
			ounces per bottle = <input type="text"/>
			Total
Scruples product:	<input type="text"/>		
<input type="text"/>	number of bottles/tubes	X	<input type="text"/>
			ounces per bottle = <input type="text"/>
			Total