

2024 Stone Store Pro Loyalty Program to be managed and maintained by the Stone Store Operations Manager:

Customers who may receive the Loyalty Program discount: Contractors with established accounts (COD Contractors + Terms Contractors whose account is in good standing.) Terms Accounts with balances past due will not receive discounts on orders placed while the account is not in good standing. If past due balances are resolved, discounts will resume on orders placed after the account was made current. Discounts will not be retroactively applied to orders placed while the account was not in good standing.

Items eligible to receive the Loyalty Program discount:

- **Standard Product Line Material (Concrete Pavers/Walls, Natural Stone, Similar)**
- **Bulk Material Originating from Stone Store Yard**
- **Hardscape Accessories Originating from Stone Store Yard**

Items **NOT ELIGIBLE** to receive the Loyalty Program discount:

- **Direct Ship Orders**
- **Custom Orders**
- **Bulk Materials Shipped from Quarries**
- **Specialty Manufactured Items**

Tiers:

Introductory (Applied to account immediately on Sign-Up): **5% OFF for remainder of year**

January Tier Evaluation: Within the first week of January, all accounts participating in the Loyalty Program will be evaluated for sales closed in the previous year, and their discount tiers will be adjusted for the new year. Contractors who signed up for the Loyalty Program during the previous year will have the \$25k threshold prorated in tier determination (If the contractor signed up halfway through year, only \$12.5K will have to have been spent at The Stone Store to have their account adjusted to the Bronze tier).

Bronze: \$25-100K in Sales during the previous Year: **6% OFF for next Year beginning 1st week in January**

Silver: \$101-175K in Sales during the previous Year: **8% OFF for next Year beginning 1st week in January**

Gold: \$176,000+ in Sales during the previous Year: **10% OFF for next Year beginning 1st week in January**

All above stated discounts cannot be combined with other discounts. When discount tiers are adjusted, the discount percentage replaces the percentage that the contractor was previously receiving.

Removal from Program:

Contractors who do not meet the threshold requirements for the Bronze tier during the January Tier Evaluation will be removed from the Loyalty Program. Contractors who close their account, or have their account closed will be removed from the Loyalty Program.

Referral Program (Optional): Contractors who are part of the Loyalty Program and have an **ACTIVE MHIC#** are eligible to receive referrals or have their information given out for installs after submitting the below two items to the Stone Store Operations Manager:

1. Two written referrals from customers who have had installations done by the contractor within the last year
2. Photo sets from both jobsites that correspond to the written referrals

NOTES: Contractors enrolled in the Loyalty Program do not have to participate in the Referral Program. Contractors cannot participate in the optional Referral Program without meeting Bronze tier purchase threshold requirements.