

The TSU Tanning Times

**TANNING
SUPPLIES**
unlimited



From your Favorite Tanning Supply Distributor

THIRD EDITION – VOLUME 2

2ND QTR, 2009

Welcome to the latest edition of the TSU Tanning Times Newsletter. Please let us know what you'd like to see covered in future editions and you can always check us out on the web at www.tanningsuppliesunlimited.com!

Email inquiries or comments to anissa@tanningsuppliesunlimited.com

TANNING...

LOOK GOOD. FEEL GREAT!

CONTENTS

| | |
|--|---|
| Summer Promotions..... | 1 |
| Perfect time to stock up – 3 promos at once! | 2 |
| Product Highlight - Bellezza | 2 |
| New Technology – Emailing Invoices..... | 2 |
| Facebook | 3 |
| Bellezza & Crown Diva Spiffs..... | 3 |
| Upcoming Events & Sales..... | 3 |
| Additional Information..... | 3 |

SUMMER PROMOTIONS

10+2 Lotion Special: Buy 10 Get 2 Free (like products) runs through July 15. Select items from Australian Gold, Swedish Beauty, California Tan and Designer Skin are included. Call your Personal Salon Consultant TODAY for a complete list. Don't pass this one up!

Buy 20 Get 4 Free Wolff/AGI lamp promo runs through September. This is on like products only, in full cases. Be sure to plan your lamp purchases during this sale as it's a whopping 16.67% discount, which we know everyone needs to make smart purchasing decisions during these times. This promo includes lamps from the ever popular Velocity, Bronzing Sun, and Dark Tan families among others. Remember to use those Wolff logos in your advertising to increase your Co-Op advertising rebate dollars!!



PERFECT TIME TO STOCK UP – 3 PROMOS AT ONCE!

The best time of the entire year to stock up is now through the end of June. This is the lucky time of year that three promotions overlap and you can take advantage of all three at one time! Buy 10 Get 2 Free, Spiffs and Co-Op advertising. In this economy you can't afford to pass up an opportunity such as this, so be sure to take advantage of it before it's too late!! Call your Personal Salon Consultant TODAY to see which items are included on the 10+2 promo!

PRODUCT HIGHLIGHT - BELLEZZA



Overindulge your skin in beautiful, bold, bronze color and exquisite skincare found only in Bellezza™ 18(XVIII) Bronzing Elixir. This potent GratiFruit™ cocktail feeds your skin through its exclusive (Acai Berry) Juice Color-Ade™ formulation, while resplendent bronzers satisfy your darkest desires. The gaze of the beholder is upon you...

Mid-season product introductions historically generate a resurgence in sales, so this is a perfect time to bring in this top selling new item!

18 Bronzers provides salons with a "new" powerful bronzing blend – most advanced for 2009 from Designer Skin®. Building on the success and further building on the patent pending juice base concept.

Magnificently Rich 18 (XVIII) Bronzing Elixir Exclusive Juice-Based Formula. Fragrance: Sicilian Sunrise. Juice Color-Ade™ exclusive Juice-Based Formula quenches skin in extreme moisturization and renewal. Beautiful Bronzing Elixir 18 (XVIII) Bronzers grant gorgeous, bronze color. GratiFruit™ Blend provides a blend of exotic micronutrients and antioxidants for supreme skincare and enhanced color. Fade-Defy™ helps maintain and prolong the life and beauty of your tan. OptiGlow™ Blend delivers a healthy-looking, radiant glow. Oil-Free Formula is delicate and unclogging to the skin.

Part of the Designer Skin® Miracle Collection. Size and Suggested MSRP 13.5 oz. Bottle MSRP: \$ 82.00 0.5 oz. Packette MSRP: \$ 11.50.

NEW TECHNOLOGY – EMAILING INVOICES

Don't you hate it when that invoice gets ripped off the box during shipping? How about when you put it down and look for twenty minutes but still can't find where you left it, or better yet your employee cannot find where they left it? Don't want your staff to know your cost on products but want them to check in the order? Want to save a few trees? We've got just the solution for you!

TSU now has the ability to email invoices at the time of shipment! This is more convenient for several reasons. You always have a digital copy and can save them in a file for later use, you see the invoice the day of shipment so you know immediately if anything on your order is backordered, know the cost the same day your credit card is charged, or know the amount of the COD. Most importantly you get the privacy of knowing you are the only one receiving a copy of the invoice. You also get tracking information both on the invoice and in an email from the shipping company; a picking sheet is all that will be included in the package, which includes no pricing.

If you are interested in this great option from TSU, just call your Personal Salon Consultant TODAY, or email us at sales@tanningsuppliesunlimited.com with the email address you'd like to use.

FACEBOOK

Tanning Supplies Unlimited is up with the times! We are now on Facebook! Find us and become a “fan” to get one-day only specials available only to Facebook Fans!! You can find us by browsing through Facebook or going to our website and clicking our Facebook Badge! You can also get email only specials by giving your email to your Personal Salon Consultant. From one-day only sales to first dibs on discontinued items, being on the Preferred Customer email list is the way to go!!

BELLEZZA & CROWN DIVA SPIFFS

We have gotten approval to send the Bellezza and Crown Diva spiffs in with the regular spiffs, thus extending the deadline to October 31st as is the regular spiffs. Therefore we will not be sending out paperwork for these spiffs until we send out the regular spiff mailing in July. If you would like to file your Bellezza or Crown Diva spiffs earlier than that, please contact us and we will print a report for you. Please note that no spiffs under \$25 will be paid until \$25 accumulates in your rebate account. This is why we have asked that it be extended, as most salons won't have that much in this initial small round of spiffs. If you have any questions, please contact us.

UPCOMING EVENTS & SALES

Check our website in early July, or watch for the July newsletter or in the July issue of the Island Sun Times for our exciting drawing for over \$1500 in products! The prize package will include best selling high-end items in each of our product lines, as well as supplies, Medical Concepts Skin Care, and much more! Many ways to enter, so many ways to WIN!!

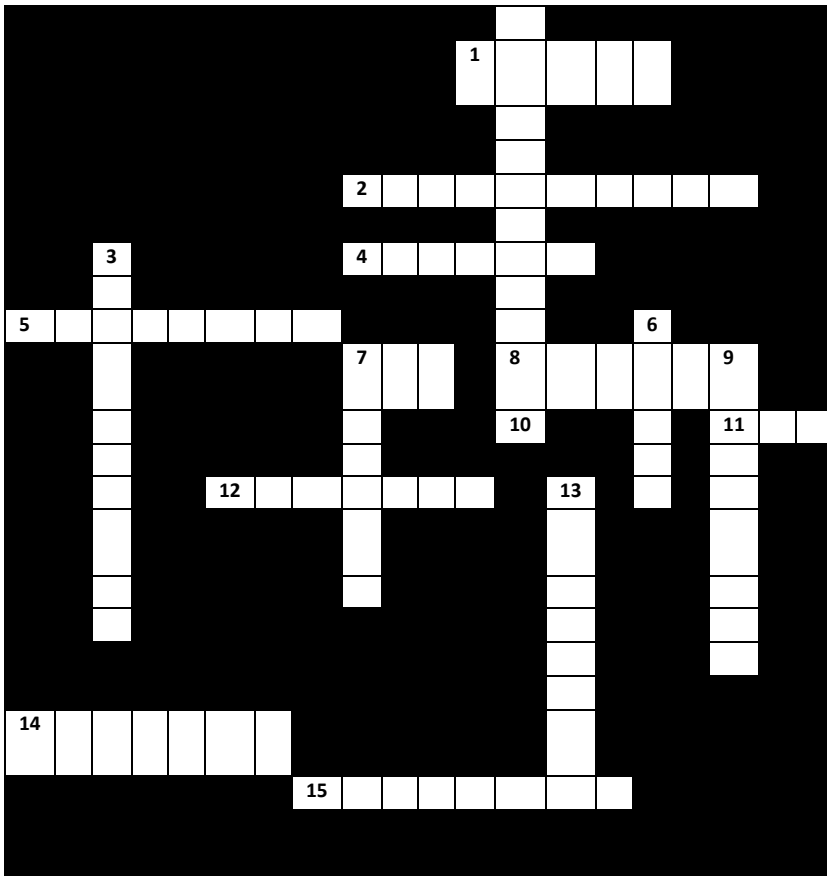
July Spiffs – We will be mailing out the spiff reports for all customers during the month of July. Be sure too look for this information so you don't toss it into File 13! The Spiff program is a CASH BACK program with no advertising required...just simply a rebate for purchasing items from the Premier Lotion lines. If you have any questions about this, or any other rebate program, please contact your Personal Salon Consultant to get the most up-to-date information.

Discontinued Items – We are currently updating a list from our warehouse of discontinued items. As this list is finished and new items are added we will be first sending this to the email mail-list and the Facebook Fans. If you want first dibs on these great deals, call TODAY to get added to the list, or visit our website and send a contact form. The customers signed up to receive emails will always be the first alerted of any sales, promotions, or other important information. Many times these people will be the ONLY ones alerted of certain specials and offers. Don't miss out, call TODAY!

Indiana Trainings – Anyone interested in attending trainings at our offices in Indianapolis, please contact Anissa to get a contact list started. We are considering doing regular trainings but want to hear from you as to what you'd want. Certification, Lotion and Sales trainings are all possibilities for this potential training schedule. anissa@tanningsuppliesunlimited.com.

ADDITIONAL INFORMATION

You have received this email because you have subscribed to our mail list either via website or because you have attached an email to your account. If you would like to be removed from this list, please email info@tanningsuppliesunlimited.com and list what email address you are receiving these emails through.



Across

- 1. _____ tanning lamps on sale 20/4 Free!
- 2. _____ Gold tanning lotion brand
- 4. _____ factor - or sizzle, heat
- 5. New DS product - _____
- 7. Your favorite distributor
- 8. Caribbean Gold _____ line
- 11. Our orders ship by ____
- 12. Natural, DHA, DermaDark
- 14. _____ Partnership - way to get biggest \$\$ back
- 15. Previous Caribbean Gold line

UP!

- 10. Best selling tanning product in US 20+ years

Down

- 3. _____ Tan Polaris
- 6. CT _____ 365
- 7. Number bronzers in Black by Designer Skin
- 9. What tanning beds mimic
- 13. The mineral that sunshine helps produce

WORD SEARCH

- | | |
|-------------------|---------------------|
| Bellezza | Saint |
| Bronzer | Salons |
| Cash back | Sinner |
| Cheers | Spiffs |
| Co-op | Splash |
| Crown Diva | Supplies |
| Crystal | Tanning |
| Feel great | Tempest |
| Gelato | Tingle |
| Glowing | Unlimited |
| KissKiss | Vintage Gold |
| Look good | |
| Lotions | |
| Metro | |
| Monarchy | |
| Optiglow | |
| Paramour | |
| Phoenician | |
| Polaris | |
| Premier | |

| | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| k | c | a | b | h | s | a | c | r | o | w | n | d | i | v | a | x | k | o | r |
| a | u | n | l | i | m | i | t | e | d | f | m | l | o | t | i | o | n | s | u |
| b | e | f | i | h | m | s | t | u | g | c | v | w | j | d | n | y | c | r | o |
| d | o | o | g | k | o | o | l | h | b | l | l | f | m | b | e | k | o | e | m |
| c | e | b | k | j | n | r | q | n | o | p | t | i | g | l | o | w | l | e | a |
| o | d | e | c | l | a | m | t | t | v | h | g | b | x | w | f | d | c | h | r |
| j | p | l | o | n | r | o | i | a | n | p | r | e | m | i | e | r | e | c | a |
| n | i | l | o | p | c | q | n | v | n | u | k | h | w | e | e | w | l | r | p |
| h | k | e | p | r | h | s | g | w | a | n | e | f | p | x | l | b | y | y | o |
| l | g | z | a | t | y | u | l | t | i | g | i | f | g | j | g | r | x | s | y |
| m | y | z | d | v | z | b | e | u | c | b | i | n | k | d | r | o | z | t | u |
| x | f | a | c | e | w | c | x | m | c | a | d | s | g | p | e | n | p | a | v |
| n | a | i | c | i | n | e | o | h | p | z | h | r | l | s | a | z | s | l | k |
| y | z | v | i | n | t | a | g | e | g | o | l | d | o | t | t | e | t | i | u |
| s | i | n | n | e | r | f | h | x | e | s | y | s | w | a | b | r | s | q | v |
| n | h | l | n | b | e | o | s | b | l | l | a | f | i | l | m | s | a | z | o |
| o | a | r | c | m | i | g | a | a | a | z | l | f | n | o | k | n | i | a | r |
| l | k | j | q | s | d | p | l | w | t | j | r | i | g | i | z | q | n | r | t |
| a | s | i | r | a | l | o | p | i | o | u | q | p | s | j | r | y | t | p | e |
| s | e | i | l | p | p | u | s | t | v | i | t | s | e | p | m | e | t | q | m |