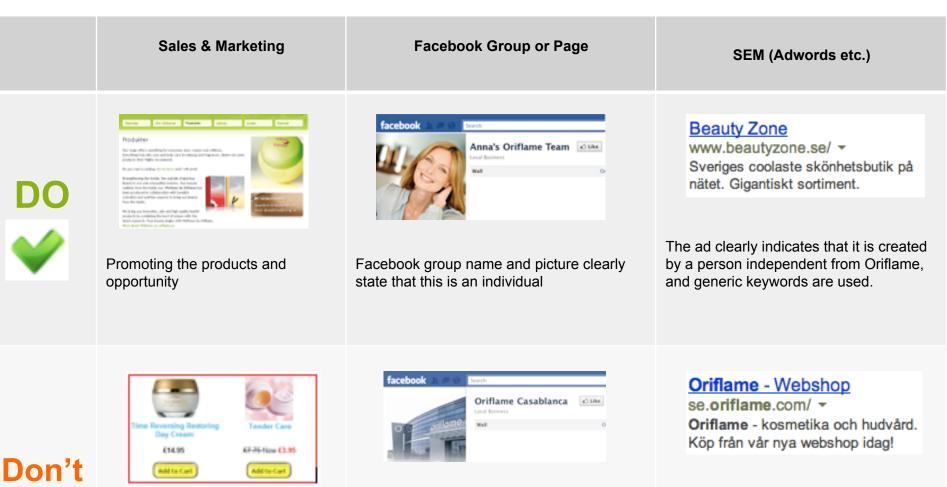


### **Brand Partner Marketing Do and Don't – Quick Guide\***







Online selling is not allowed but you do have the option of setting up your Online Beauty store.

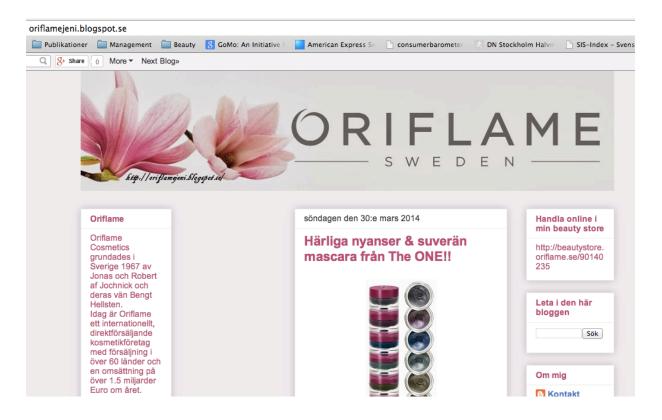
Facebook group name and picture does not show that this is an individual

The ad insinuates that Oriflame is the publisher, and uses the word "Oriflame" as a keyword.



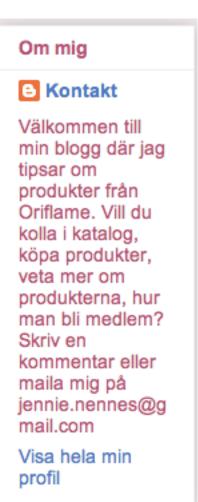
### http://oriflamejeni.blogspot.se/





Oriflame is part of domain name which is not approved.

Not clear enough that she is independent beauty advisor.



### **Resources**



Our policies and guidelines are work in progress so please keep yourself updated!

- Success Plan Rules of Conduct
- Oriflame Policy for Websites
- Oriflame Code of Ethics
- Oriflame Rules of Conduct

### **Oriflame Online tips to Brand Partners**

engines such as Google, Yandex, Bing etc.

- We advise you to create websites with original content that adds value for users. This is particularly important for sites that forward traffic to the online beauty store as original content will be promoted by Search
- Be cautious with information sharing! Maintain privacy settings on your social media accounts, change your passwords regularly and don't give out personally identifiable information. Be cautious about the personal details you share on the Internet.
- Replace error with fact if you see misrepresentations made about Oriflame online. You may certainly identify and correct the error but always do so with respect and with the facts. When you speak to someone who has an adversarial position, make sure what you say is factual and respectful. Don't argue, just correct the record!

### 1. BACKGROUND

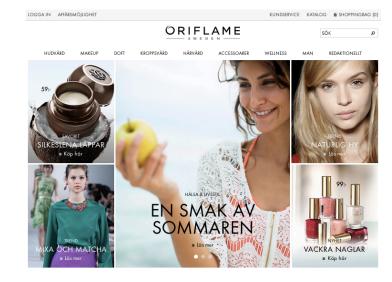
This policy serves to clarify how Oriflame Brand Partners can shape their presence on the Internet without interfering or competing with Oriflame's brand building activities or breaching copyright related laws, rules and agreements.



### ORIFLAME

### 2. GENERAL

Oriflame offers its Brand Partners the possibility to set up an online beauty store, also called online beauty destination, as part of the Oriflame website. This e-commerce opportunity, as part of Oriflame's overall e-commerce investment, is the only approved digital tool where the Brand Partners can offer products for sale as well as display images and logotypes for which Oriflame is the rights owner.





Brand Partners are also allowed to host websites on which they communicate around Oriflame, its products and opportunity as long as it is clearly stated that these are not official Oriflame sites. At all times it must be transparent who is behind the site and relevant contact details must be visible. The Brand Partner should communicate in her own words and may only quote Oriflame texts by clearly referring to the source.

A Brand Partner may not build e-commerce sites on which Oriflame products are sold or otherwise conduct e-commerce outside of the approved Oriflame applications

### 3. DOMAIN NAME

Brand Partners may not register domain names containing the word "oriflame". The Brand Partner shall not register a social media page with name and picture that can mislead the consumer to believe that the page is an official Oriflame page/group.



104 gillar detta

A social media (e.g. Facebook, VKontakte) group name and picture shall clearly state that it is operated by an individual, e.g. "Anna's Oriflame Team" with Anna's own image.

A social media page, group name shall not be named eg."Oriflame Casablanca" with an official Oriflame image e.g. Oriflame logo, Oriflame images.



## Wingstrand.nu

- Kroppen, Anden & Själen i balans

lem E	Böcker	Konsultatio	n Ornoss	Kontakta	Företag			
/älkommen		V	Välkommen till Wingstrand					
älkommen till ww.wingstrand.nu.			Vi tänker på att hela människan ska må bra. Kroppsligt, andligt och själsligt. Det är viktigt att den inre människan är i balans med den yttre människan.					
lyhetsbrev		S	Wingstrand är oberoende säljkonsulent för Oriflame inom hälsa och skönhet samt jobbar med att få hela människan att må bra. Detta genom konsultation, utbildningar, föreläsningar samt genom att sälja böcker, CD och DVD inom					
name@e	example.	com P	ersonlig utvecl	kling.	-			

### 4. DISCLAIMER

Brand Partners that host websites of their own and mention that they are part of Oriflame must make sure to clearly publish information that they are either

- a) Independent Brand Partners for Oriflame
- b) Independent Oriflame Brand Partners
- c) Independent Oriflame Beauty Brand Partners (it must be locally verified that the terms are same as in SP Leaders edition).

This information must be published clearly on the start page as well as under a disclaimer that is visible on all pages of the website. Name and contact information should be available on the website or in the account information for a social media page. If a Brand Partner has a private website without Oriflame affiliation this policy is of course void. Bill och Bella



Hem Mitt Oriflame Om mig Pengar till klassen/föreningen Stuga uthyres Web Shop

#### Mitt Oriflame

#### Vill du handla Oriflames underbara produkter med 20% rabatt?

Jag är säljkonsulent för Oriflame och använder produkterna varje dag, och är så nöjd. Givetvis vill jag att fler ska få chansen att använda Oriflames produkter som finns till hala familjen. Som kund direkt hos Oriflame med eget kundnummer så får du inte bara 20% rabatt utan även andra förmåner som välkomstpaket, utbildningar, stor rabatt på kommande produkter, komsaprodukter, kampanjer mm.

Vid din första beställning får du köpa ett välkomstpaket för 85:- (värde ca 560:-) när du beställer för 499:-.





Kaffekasse 250:- plus porto

- Oriflames nya välkomstpal
- till nya konsulenter
  Min söta lilla stuga uthyres
- Tjäna pengar till din klass eller förening
- Min favoritkräm till ansiktet

### 5. CONTENT & REFERENCES TO ORIFLAME

No content is to be copied from the official Oriflame website and published under own name. If a Brand Partner links official Oriflame content to his/her own site from an Oriflame-owned domain this must be clearly stated.

We recommend Brand Partners to always use the sharing functions provided on the official Oriflame website when available, as this will secure correct display and source information.







### 6. IMAGES

A Brand Partner may not take still or moving image material from an official Oriflame site and publish on his or her own site. All image material is copyright protected, and Oriflame has acquired the rights to use it. These rights are not extended to Brand Partners.

- Moving images, videos etc: May be used through sharing function if and when available. The sharing function provides automatic reference to the source site.
- Images of models or persons: May be used through sharing function if and when available. The sharing function provides automatic reference to the source site.
- Images of Oriflame products: May be used without our sharing function as long as the source site is mentioned in a visible and unambiguous way (e.g: "source: www.oriflame.com 2012").

\*\*\*Any claims from a 3rd party that may be addressed to Oriflame will be transferred to the Brand Partner.

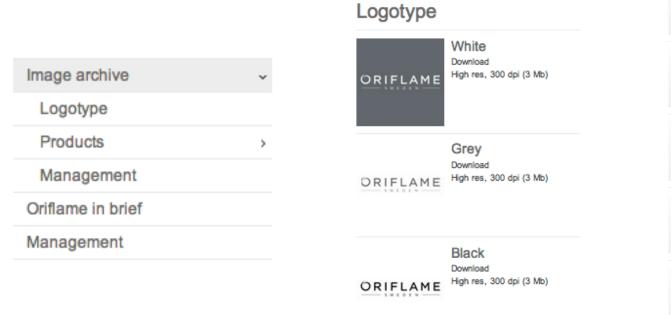




### 7. THE ORIFLAME LOGO

The Oriflame logo may be used in the formats that can be found on official Oriflame websites. The logo may not be altered or animated and can only be used as page header or footer, as well as in email signatures in its original format.

http://corporate.oriflame.com/Media/Image-archieve/



Skin Care

### Download Hgh res, 300 dp

Download High res, 300 dpi (3 Mb) | Low res, 72 dpi (127 Kb)

#### Bioclinic Download High res, 300

Download High res, 300 dpi (3 Mb) | Low res, 72 dpi (127 Kb)



Tender Care

Download High res, 300 dpi (3 Mb) | Low res, 72 dpi (127 Kb)



Royal Velvet Lifting Elixir Download High res, 300 dpi (3 Mb) | Low res, 72 dpi (127 Kb)



Ecollagen 3D+ Deep Wrinkle Day Creme

Download High res, 300 dpi (3 Mb) | Low res, 72 dpi (127 Kb)

### 8. SOCIAL MEDIA SHARING

Oriflame encourages presence on blogs, social networking sites and similar. Brand Partners are encouraged to blog and leave comments about Oriflame products where they deem it appropriate, but must adhere to the Code of Ethics' section 1.3 re honest and truthful manner.

We recommend Brand Partners to always use the sharing functions provided on the official Oriflame website when available, as this will secure correct display and source information.

### 9. SEARCH ENGINE MARKETING

Oriflame is investing resources of time and money in to SEM (search engine marketing) We have internal expertise but also buy external help as SEM is a sometimes complex and time consuming activity. The Search Engines have very clear guidelines and policies that we make sure we follow, if we fail to do so we risk a big portion of our traffic to be cut off. One of the most important policies is that **only one single ad can be exposed for any one given domain**. As the Online beauty store is hosted on Oriflame's domain, we can only show one ad with the URL xx.oriflame.xx - this ad will come from Oriflame and hence Brand Partners are only allowed to drive traffic to their own domains where they are free to communicate about their Online Beauty Store.

Brand Partners may drive traffic to their own domain if the Oriflame rules re online presence are followed. And in addition:

- The ad must clearly indicate that it was created by an Independent Brand Partner
- The heading should not give an impression that it is an official or in any way endorsed ad by Oriflame, and
- It is prohibited to use "Oriflame" as a keyword.

Oriflame - Webshop - Oriflame - kosmetika och hudvård se.oriflame.com/ -Köp från vår nya webshop idag! Hudvård - Makeup - Kroppsvård - Hårvård Make-up - Oriflame se.oriflame.com/Makeup -Beställ smink online från Oriflame. Köp från vår nya webshop idag!

Please note that each buyer of e.g. Adwords is solely responsible for any infringement against any other brand owner.

# ORIFLAME sweden