



SALT "Customer-Loyalty" Point System*

(Per Booking)

Discount points			Total points	Discount
<i>Course</i>			2 - 4	5%
Course time and day		Points	5 - 7	10%
Mon. - Fri.:	07:00 - 09:00	+ 2	8 - 9	15%
	09:00 - 12:00	+ 1	10 +	20%
	12:00 - 14:00	+ 2	Example	
	14:00 - 18:00	+ 1		
Sat.	08:00 - 13:00	+2	<p>Company A book two semester courses, each 20 TU, on 17 March with course starting date of mid May. SALT introduction meeting was on Thursday the 26 February.</p> <p>As well as 2 Intensive English summer seminars for August.</p> <p>Course times: Group 1: Wednesday, 07:00-08:40 (2 TU) Group 2: Tuesday, 07:00-08:40 (2 TU)</p>	
Teaching units (one trip per day)				
4 - 6 TU / day	Company inhouse	+ 1		
<i>Seminars</i>				
Day		Points		
Mon. - Thu.		+ 2		
Fri. - Sat.		+ 1		
Nr. of booked seminars				
1 - 4		+ 1		
5 +		+ 2		
Booking date of Course and Seminar		Points	Discount points:	
Autumn course ¹	before 15 Aug.	+ 1	Course time and day	+ 1
	before 15 Jul.	+ 2	within 14 working days	+ 2
Spring course ²	before 15 Jan.	+ 1	Intensive Eng. Seminars:	
	before 15 Dec.	+ 2	summer seminar	+ 3
Within 14 working days after the introduction meeting		+ 2	seminar booking date	+ 2
Repeat clients		+ 2		
Intensive English summer courses & seminars		Points	Total points	8
1 July to 31 August (incl.)		+ 3	Total discount	15%
Booking before 15 May		+ 1		

1) Course and seminar start before 1 October

2) Course and seminar start before 1 March

* Excludes other discounts.