

Loyalty, referral and affiliate program (reward points)

Allows customers to earn rewards (points or cash) when they buy, sell or refer new customers to your website. Includes 3 marketing programs: Loyalty, Referral and Affiliate programs to boost your sales and customers

A product of PrestaHero

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I. WELCOME

Thank you for purchasing our product. We hope to guide you through all the aspects of the module installation and the module setup within this document. If you have any questions that are beyond the scope of this documentation, please feel free to contact us.

*Note:

All instruction screenshots are taken from PrestaShop 1.7, but installing and configuring this module on PrestaShop 1.6 is similar.

II. INTRODUCTION

Loyalty, referral and affiliate program (reward points) is an advanced marketing module for PrestaShop that brings a comprehensive solution for your website. This module can help you deploy Loyalty, Referral and Affiliate Marketing programs on your PrestaShop store promptly and easily. You don't need to have much knowledge about marketing to use it, **Loyalty, referral and affiliate program (reward points)** will do the rest for you!

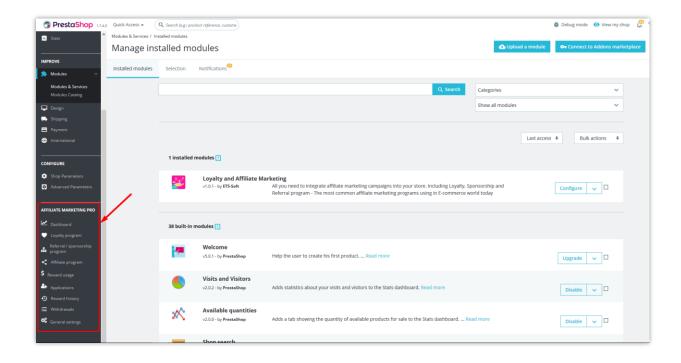
* "Loyalty, referral and affiliate program (reward points)" is compatible with PrestaShop 1.6.x, PrestaShop 1.7.x and PrestaShop 8.x

III. INSTALLATION

 Navigate to "Modules / Modules & Services", click on "Upload a module / Select file"

- Select the module file "ets_affiliatemarketing.zip" from your computer then click on "Open" to install
- Click on "Configure" button of the module you just installed to open the module's configuration page.

You can also navigate to **Loyalty, referral and affiliate program (reward points)** module through the quick access menu:



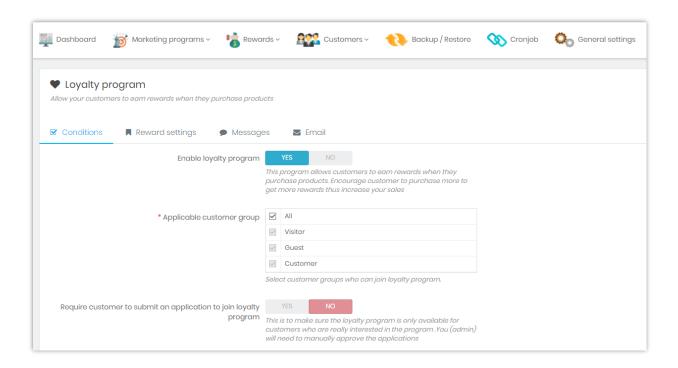
IV. MARKETING PROGRAMS

1. Loyalty program

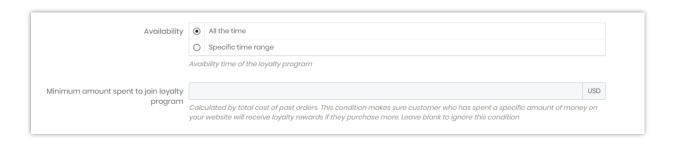
Conditions

Loyalty program allows customers to earn rewards when they purchase products.

- To launch this program, firstly you should turn on the **Enable loyalty program** option.
- o Next, select the **Applicable customer group** who can join loyalty program.
- You can select to require customer to submit an application to join loyalty program or not.



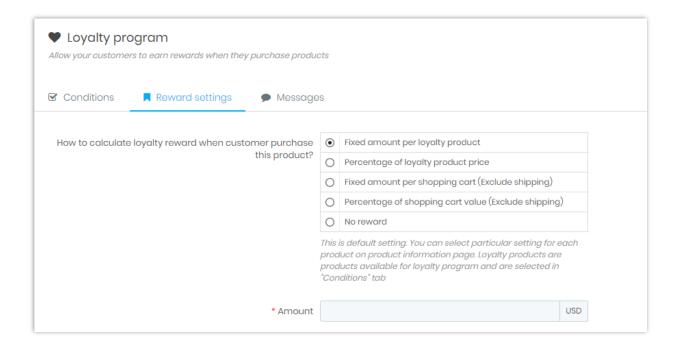
Finally, set availability time of the loyalty program and minimum amount customer spent to join loyalty program. This condition is to make sure customer who has spent a specific amount of money on your website will receive loyalty rewards if they purchase more.



Don't forget to click **Save** when you finish.

Reward settings

On this sub tab you can set up how to calculate reward for customers when they purchase your loyalty products.

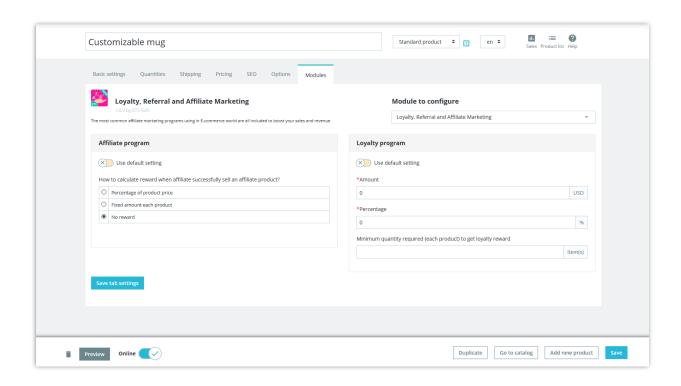


There are 5 plans for you to choose:

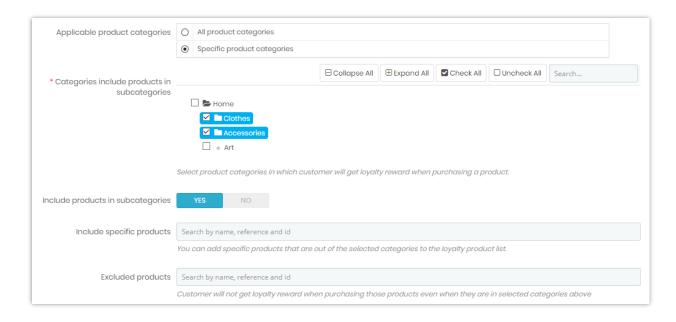
- give customers fixed amount per loyalty product (you will enter the reward amount right below);
- by percentage of loyalty product's price (you will need to enter the percentage);
- give customers fixed amount per shopping cart (exclude shipping);
- by percentage of total value of shopping cart (exclude shipping);
- no reward.

Note:

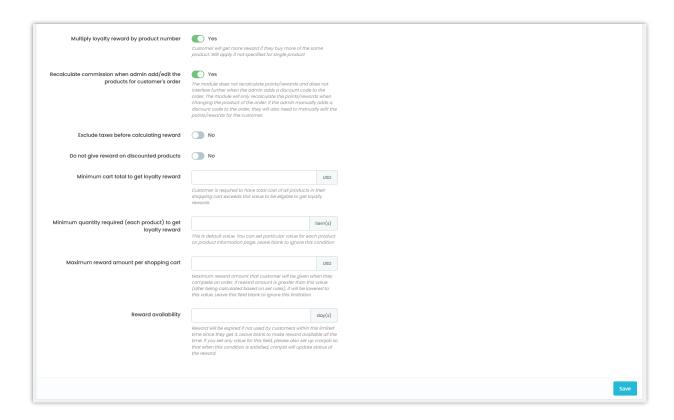
You can select particular setting for each product on product information page. Loyalty products are products available for loyalty program and were selected in "Reward settings" tab.



The next step is selecting the **applicable product categories**. You can include all the product categories or pick some specific categories. You can also **add specific products** that are out of the selected categories to the loyalty product list or **exclude specific products** in selected categories above.

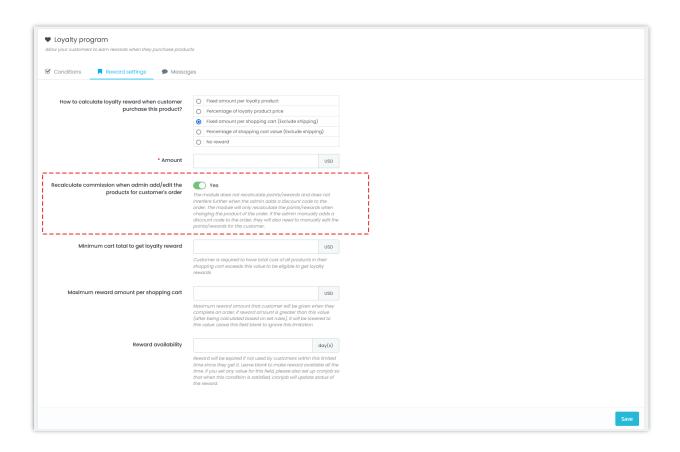


If you select to reward your customers by **fixed amount per loyalty products**, you can adjust the following reward settings:



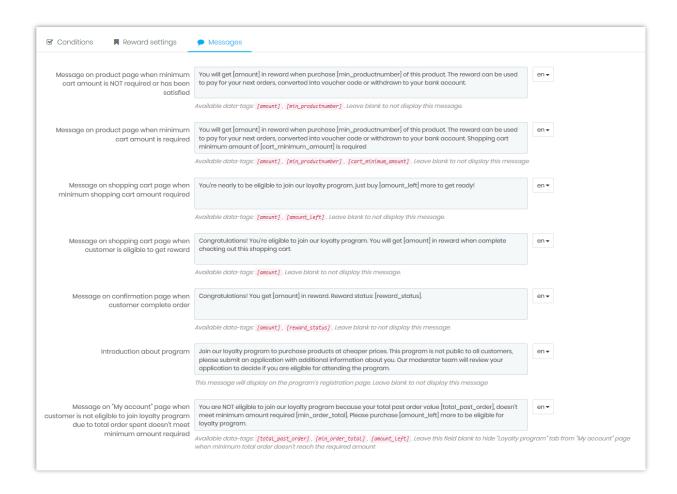
Note: The module does not recalculate points/rewards and does not interfere further when the admin adds a discount code to the order. The module will only recalculate the points/rewards when changing the product of the order. If the admin manually adds a discount code to the order, they will also need to manually edit the points/rewards for the customer.

If you select to reward your customers by **shopping cart** plans, you can adjust the following reward settings:



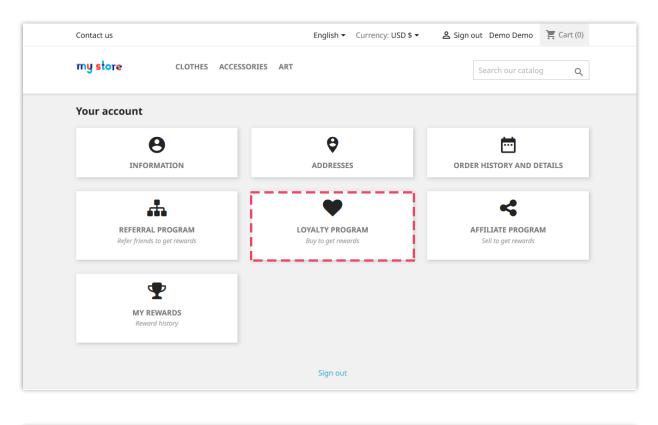
Messages

On this sub tab you can edit content of the messages will be displayed on **product page**, **shopping cart page** when minimum shopping cart amount required and when customer is eligible to get reward. You can also write some **introduction about the loyalty program**.



❖ On customer's side

Your customers can see how much reward they earned from loyalty program on the front office. On **Account management** page of each customer, there will be a **Loyalty program** section appear. Your customer's available loyalty reward will display at here.





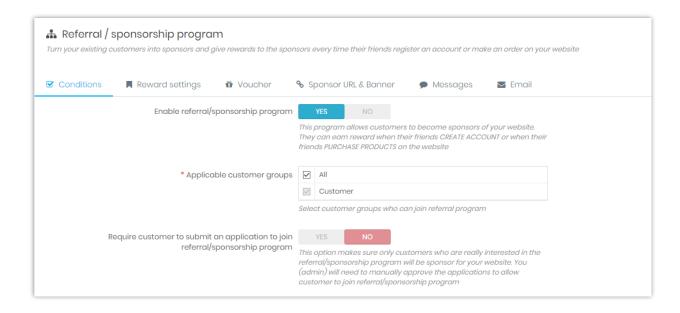
2. Referral/Sponsorship program

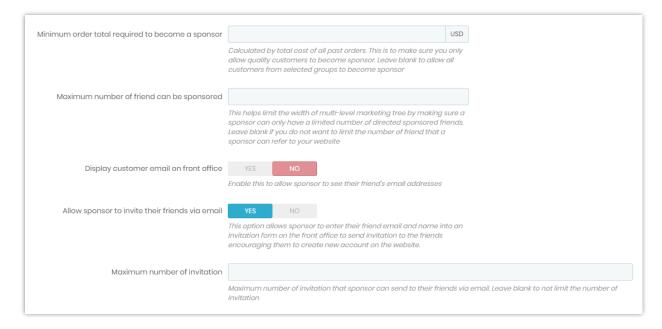
Conditions

Referral program allows customers to become sponsors of your website. They can earn reward when their friends CREATE ACCOUNT or when their friends PURCHASE PRODUCTS on the website.

 To launch this program, firstly you should enable the Enable referral/sponsorship program option.

- o Next, select the **Applicable customer group** who can join referral program.
- You can select to require customer to submit an application to join referral/sponsorship program or not. You (admin) will need to manually approve the applications.

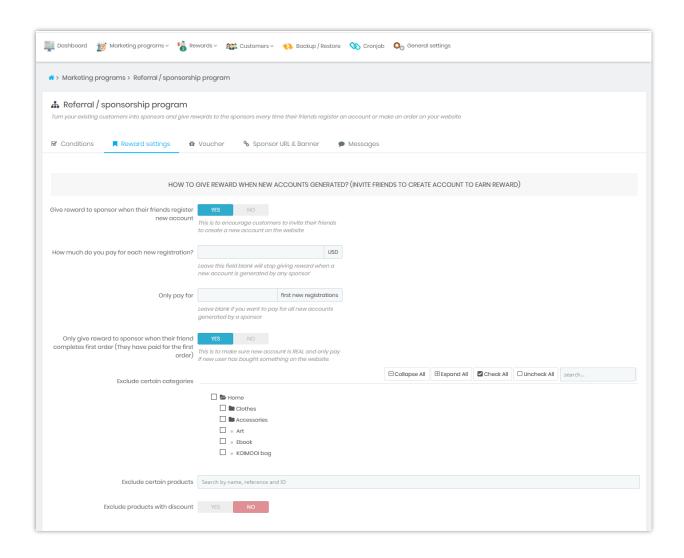




Reward settings

How to give reward when new accounts generated? (Invite friends to create account to earn reward)

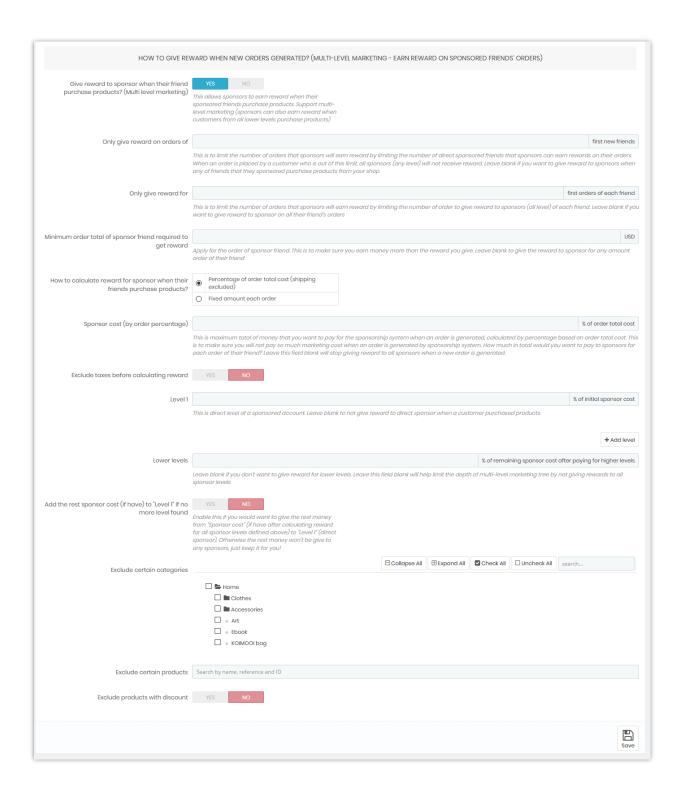
You can turn on this feature to encourage customers to invite their friends to create a new account on the website.



You can also select specific categories or products to exclude from your Referral program.

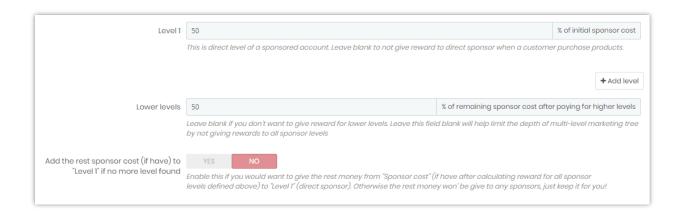
How to give reward when new orders generated? (Multi-level marketing - Earn reward on sponsored friends' orders)

This feature allows sponsors to earn reward when their sponsored friends purchase products. It supports multi-level marketing (sponsors can also earn reward when customers from all lower levels purchase products).



Sponsor cost is maximum total of money that you want to pay for the sponsorship system when an order is genrated. This is to make sure you will not pay so much marketing cost when an order is generated by sponsorship system.

To help you understand better, here is an example about calculating referral reward:



For example, we set the **level 1** customer will receive **50%** of initial sponsor cost and the **lower levels** customers will receive **50%** of remaining sponsor cost after paying for higher levels. The sponsor cost is **10%** of order total cost.

Now, let's pretend that we have John Doe – a sponsor of the website. John is the level 1 customer mentioned above. John invited Mary, one of his friends to register a new account on this website. Mary created an account and purchased a pair of high-heel boots, her order total is 204 USD.

The sponsor cost is **204 USD * 10% = 20.4 USD.**

Because John is the level 1 customer, he will receive **20.4 USD * 50% = 10.2 USD** as a reward.

Next, Mary invited Mark to join this website. Mark ordered 3 printed sweaters and his order total is 84 USD. The sponsor cost is **84 USD * 10% = 8.4 USD**.

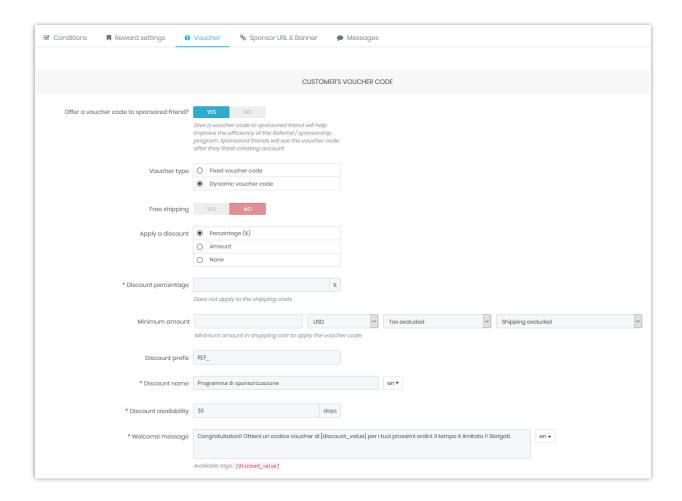
Mary is the **level 1** customer of Mark, so she will receive **8.4 USD * 50% = 4.2 USD** reward money. Remember John? Now John is the **level 2** customer of Mark and he will receive **(8.4 – 4.2) USD * 50% = 2.1 USD** reward money.

Voucher

Customer's voucher code / Sponsored friend's voucher code

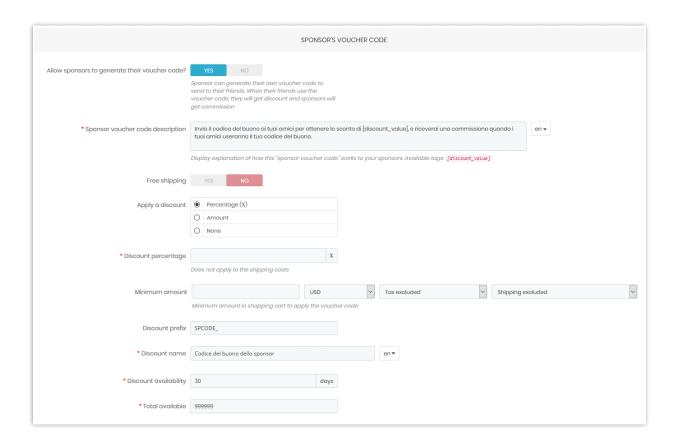
Giving a voucher code to sponsored friend will help improve the efficiency of the Referral/ Sponsorship program. Sponsored friends will see the voucher code after they finish creating an account.

Our module supports **2 types of vouchers**: fixed voucher code and dynamic voucher code. You can write a **welcome message** attached with the voucher code.



Sponsor's voucher code

Sponsors can generate their own voucher codes to send to their friends. When their friends use the voucher code, they will get a discount and sponsors will get a commission.

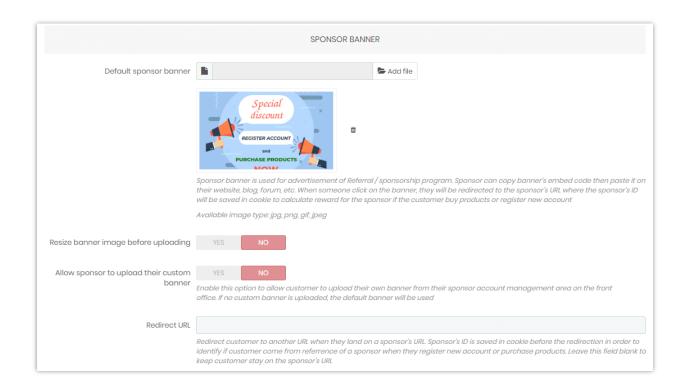


Sponsor URL and banner

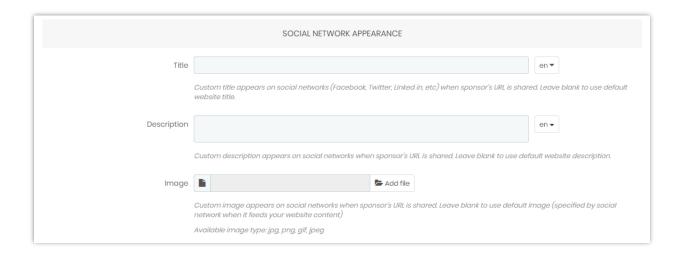
Sponsor banner

Sponsor banner is used for advertisement of Referral/Sponsorship program. Sponsors can copy banner's embed code then paste it on their website, blog, forum, etc. When someone clicks on the banner, they will be redirected to the sponsor's URL. If the customer buys products or register new account, sponsor will get a reward.

- You can upload the default sponsor banner or allow sponsors to upload their custom banner.
- o Fill in the **redirect URL** to redirect customer to another URL when they land on a sponsor's URL. Sponsor's ID is saved in cookie before the redirection in order to identify if customer come from reference of a sponsor when they register new account or purchase products.

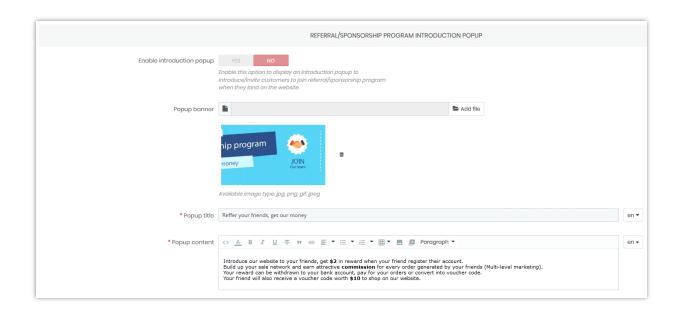


Social network appearance: configure how sponsor's URL will be shared on social networks.

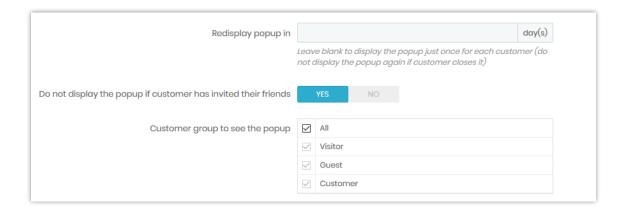


Referral/sponsorship program introduction popup

Enable this feature to display an introduction popup to introduce/invite customers to join referral/sponsorship program when they land on the website.

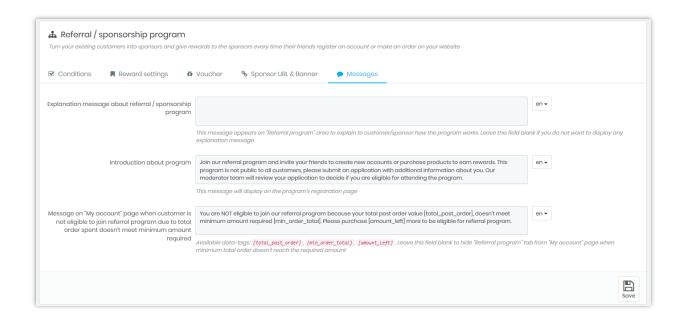


You can also set the **time to redisplay popup** and select **customer group** who can see this popup.



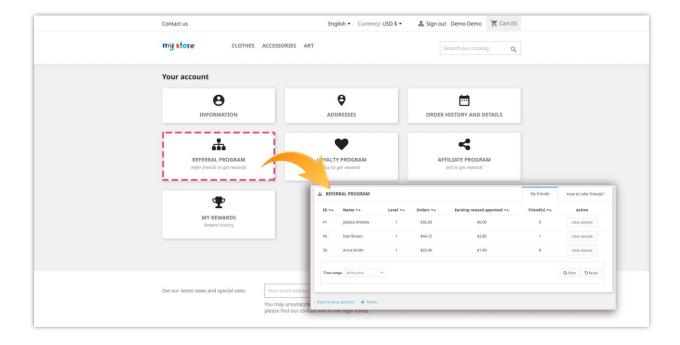
Messages

On this sub tab you can edit content of the explanation messages will be displayed on **Referral program area**. You can also write some **introduction about the program**.

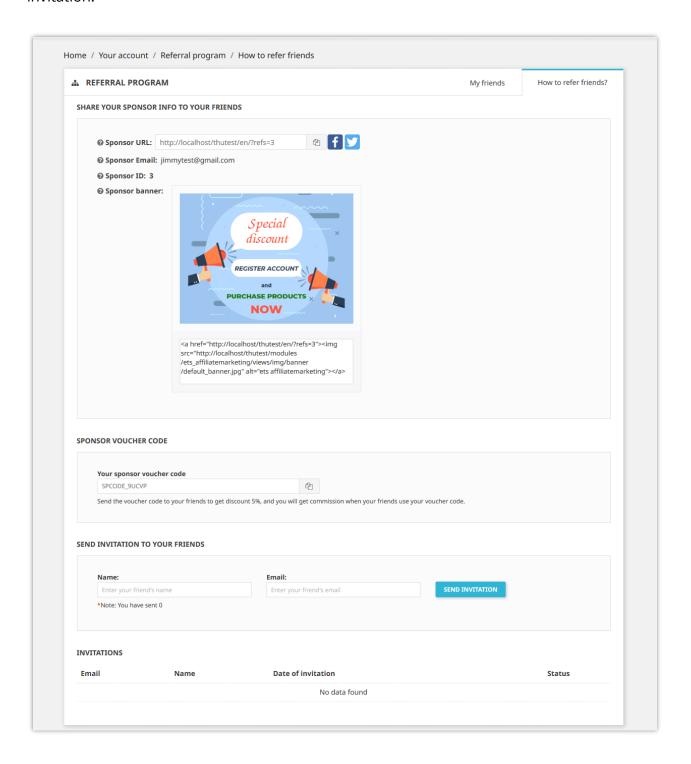


On sponsor's side

From **Referral program** area on "My account" page, your customers can see the information of the friends they successfully invited and necessary info to invite more friends.



Your customers can invite their friends by sharing their sponsor info or sending an invitation:

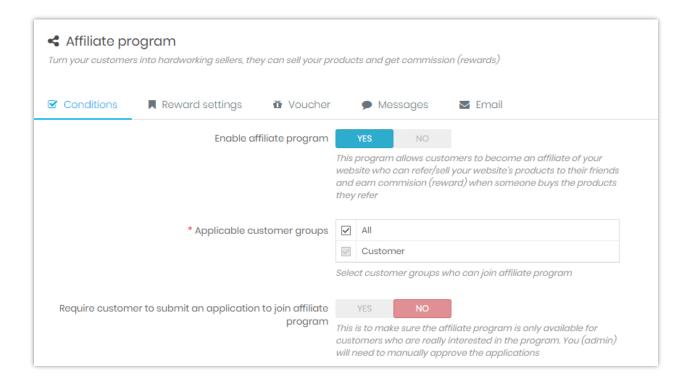


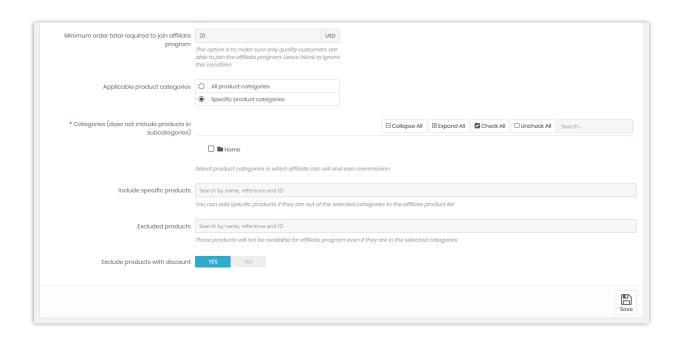
3. Affiliate program

Conditions

This program allows customers to become an affiliate of your website who can refer/sell your website's products to their friends and earn commission (reward) when someone buys the products they refer.

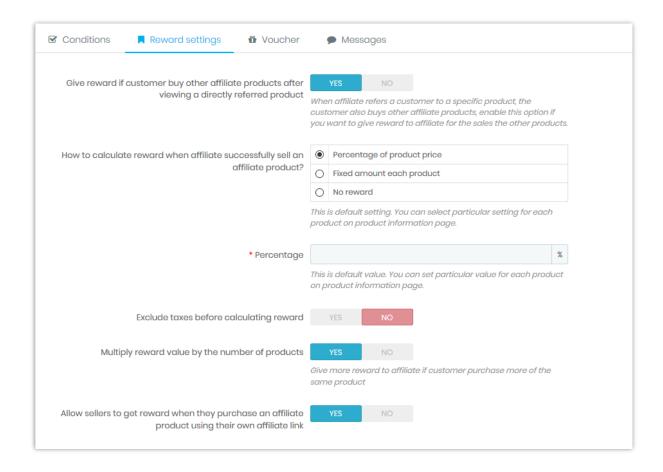
- To launch this program, firstly you should enable the **Enable affiliate program** option.
- o Next, select the **Applicable customer group** who can join affiliate program.
- You can select to require customer to submit an application to join affiliate
 program or not. You (admin) will need to manually approve the applications.





Reward settings

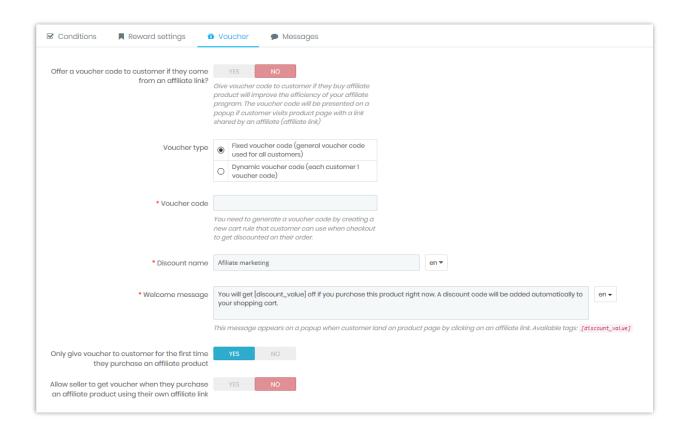
On this sub tab you can set up how to calculate and give reward to affiliates and customers:



Voucher

Give voucher code to customers if they buy affiliate product will improve the efficiency of your affiliate program. The voucher code will be presented on a popup if customer hit page product page with a link shared by an affiliate (affiliate link).

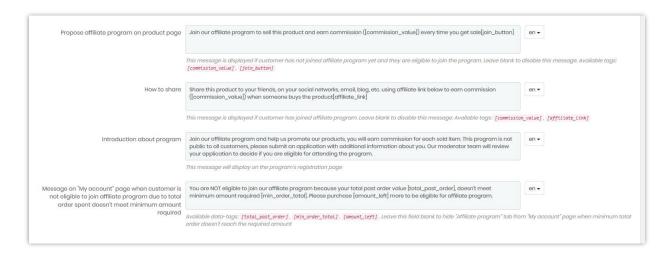
This module supports 2 voucher types: fixed voucher code and dynamic voucher code.



Messages

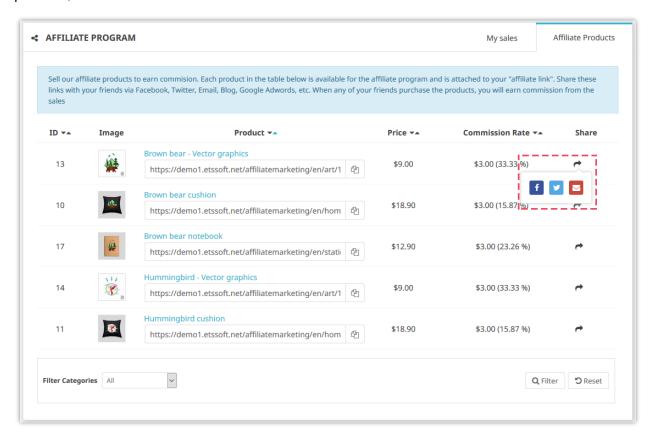
You can adjust content of the following messages:

- Propose affiliate program on product page: This message is displayed if customer hasn't joined affiliate program yet and they are eligible to join the program.
- How to share: This message is displayed if customer has joined affiliate program.
- Introduction about the program: This message will display on the program's registration page
- Message on "My account" page when customer is not eligible to join affiliate program due to total order spent doesn't meet minimum amount required

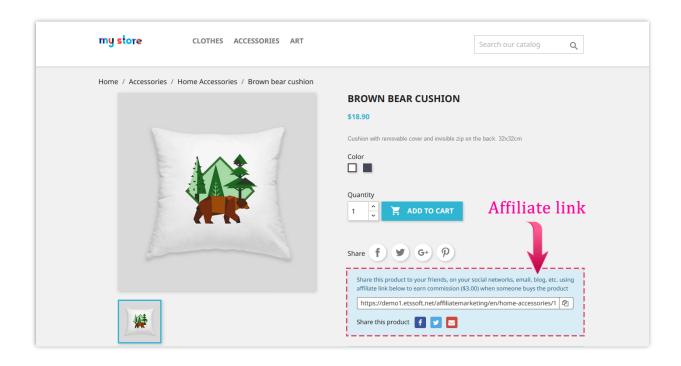


On affiliate (seller)'s side

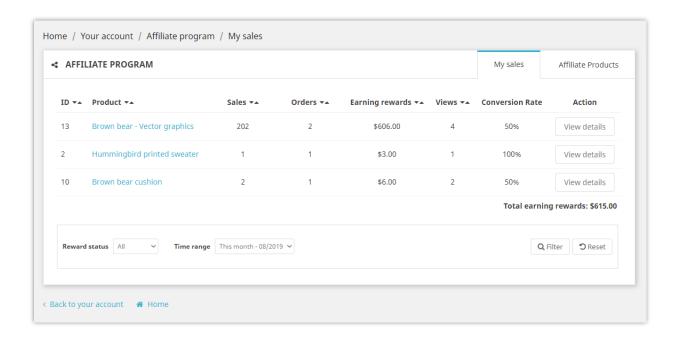
Affiliates can view a list of available affiliate products on their account management page. Each of products is attached to their "affiliate link", when any of their friends purchase the product, affiliate will earn commission from the sales.



On product detail page, you can find the affiliate link for each product:



There is a table containing all the info related to affiliate program so affiliate can keep track of their sales and reward.

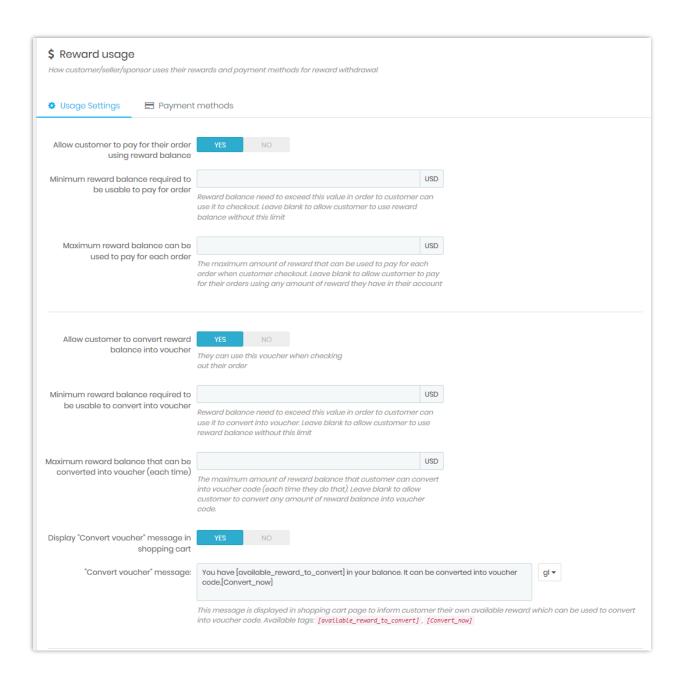


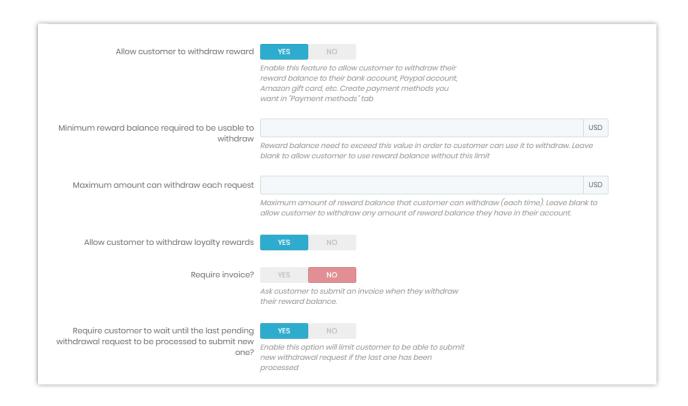
V. REWARDS

1. Reward usage

1.1. Usage settings

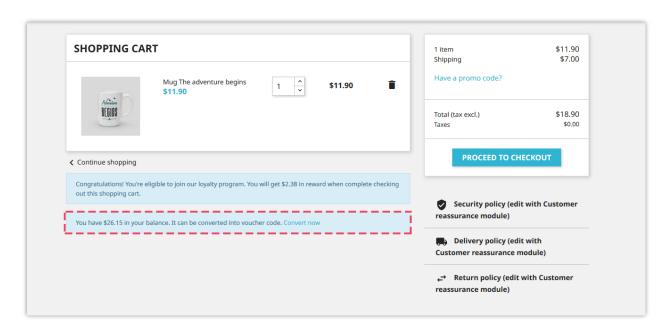
You can configure how can customers use their earned rewards: pay for next orders, convert into voucher or withdraw reward through different payment methods.





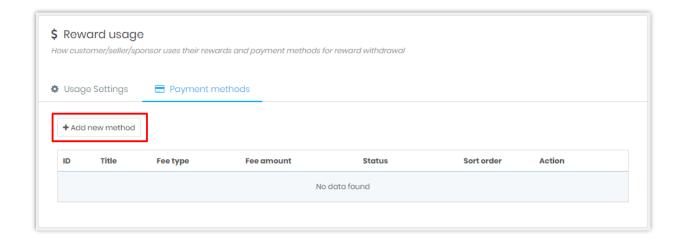
NOTE: If customers want to pay for an order using their reward, their reward balance must be greater than or equal to the total order value.

If you enable "Display Convert voucher message in shopping cart" you can edit the message that will be appeared on Shopping cart page:

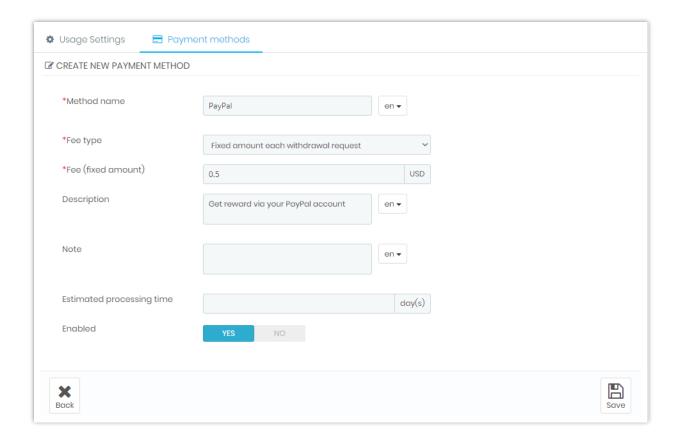


1.2. Payment methods

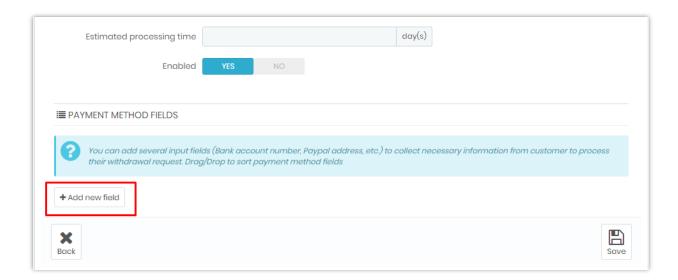
You can add new payment method to help your customers withdraw their rewards. To create new payment method, click on "Add new method" button.



Fill in the required fields. Click **Save** to finish.

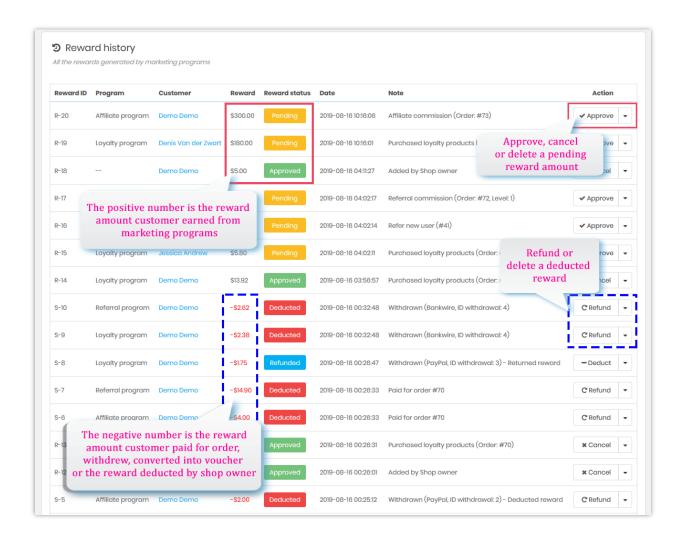


After creating a payment method, you can add several input fields (Bank account number, PayPal address, etc.) to collect necessary information from customer to process their withdrawal request.

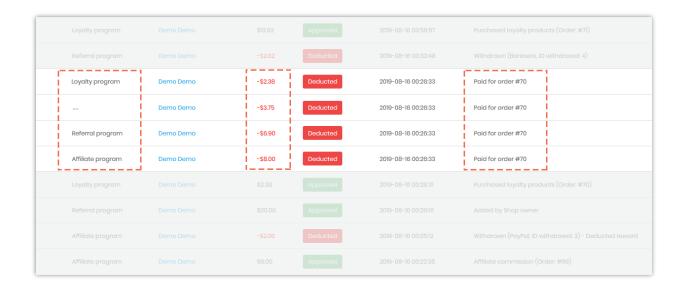


2. Reward history

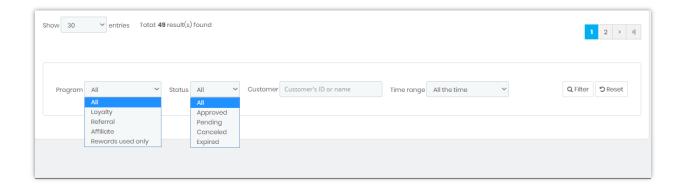
In this tab you will find all the rewards generated by marketing programs and their status. You can approve, cancel or delete a reward.



When a customer uses reward point to pay for order, withdraw or convert into voucher, this module will deduct money from reward account as the following order: *loyalty reward* > *other reward* > *referral reward* > *affiliate reward*. If a reward account doesn't have enough money, this module will deduct money from remaining reward accounts. You may find these activities on "**Reward history**" tab.

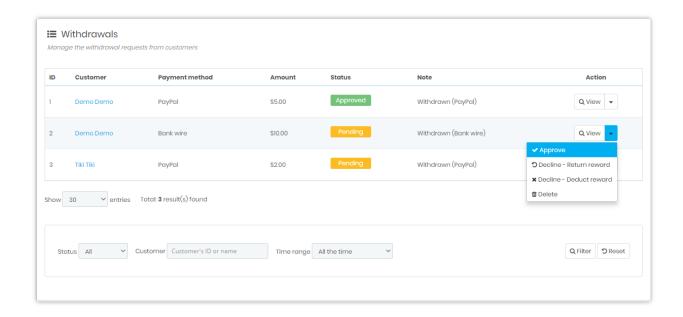


This module also provides a filter to help you find the rewards on a specific time range.

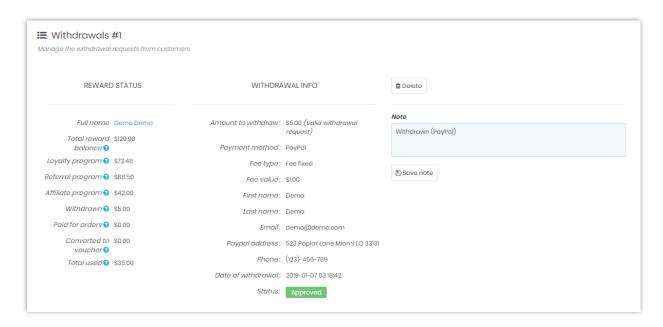


3. Withdrawals

On this tab you can manage the withdrawal requests of customers. You can approve, decline – return reward or decline – deduct reward and delete withdraw request.

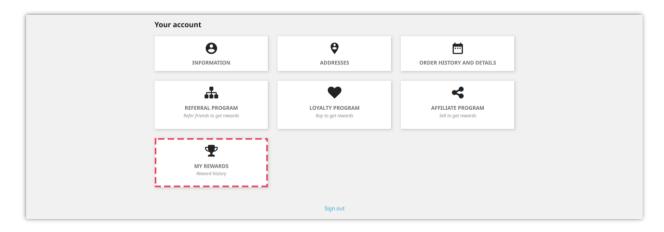


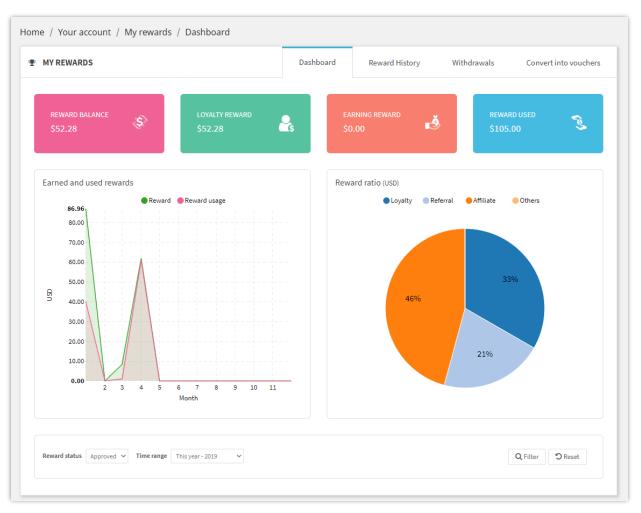
You can also view detailed reward status and withdrawal info of a customer.



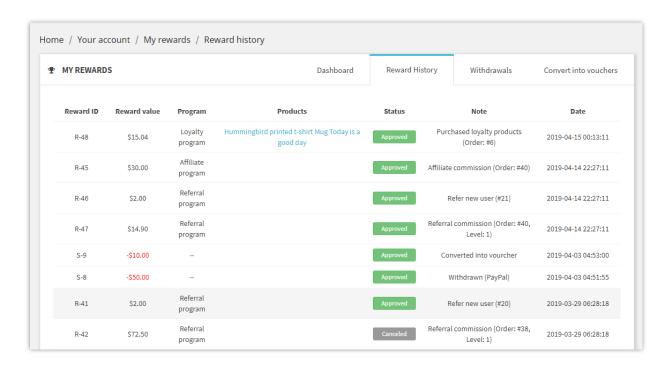
4. On customer's side

Customers can keep track of their reward status from **My reward** area on account management page.

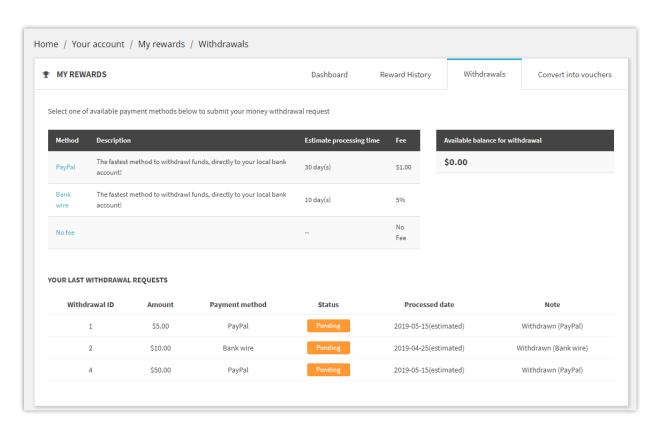




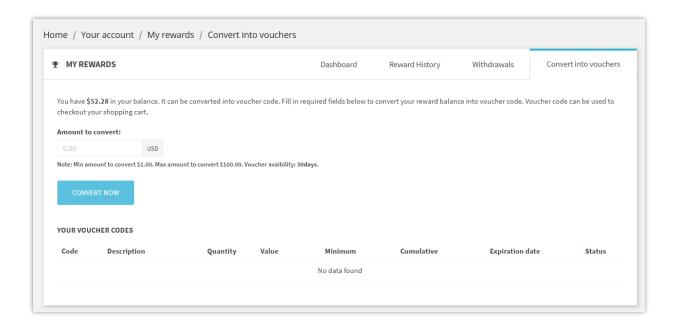
Customers can see their entire reward history from "Reward history" tab.



On "Withdrawals" tab, your customers can select one of available payment methods to submit their money withdrawal request.



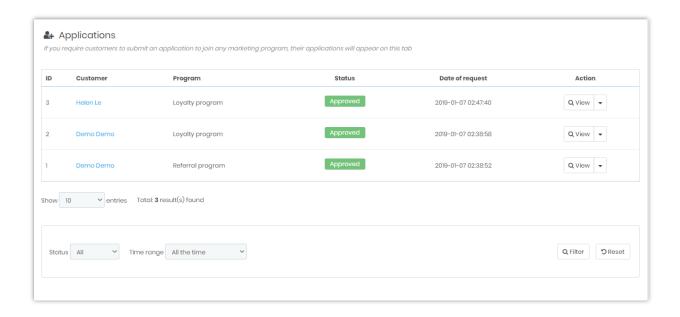
Your customers can also **convert their reward balance money into voucher code**. Voucher code can be used to checkout their shopping cart.



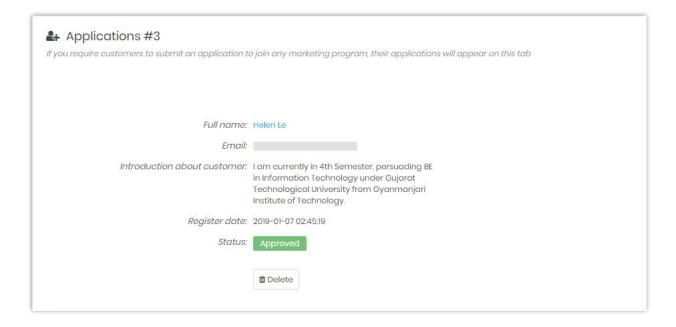
VI. CUSTOMERS

1. Applications

If you require customer to submit an application to join any marketing program, the applications will appear on this tab.

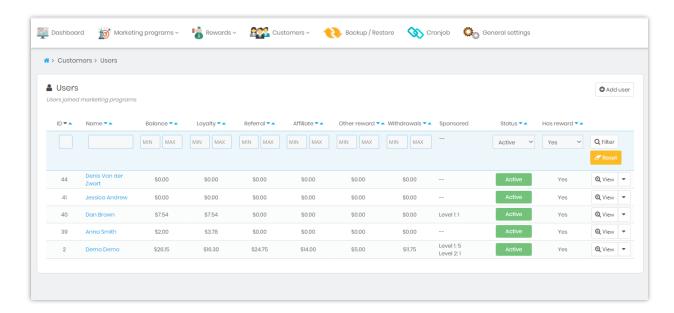


You can view detail, approve, decline or delete customer application.

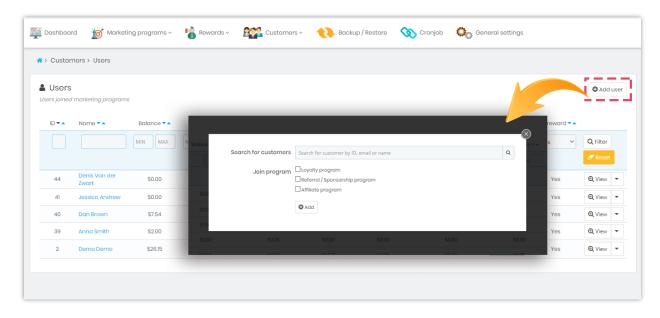


2. Users

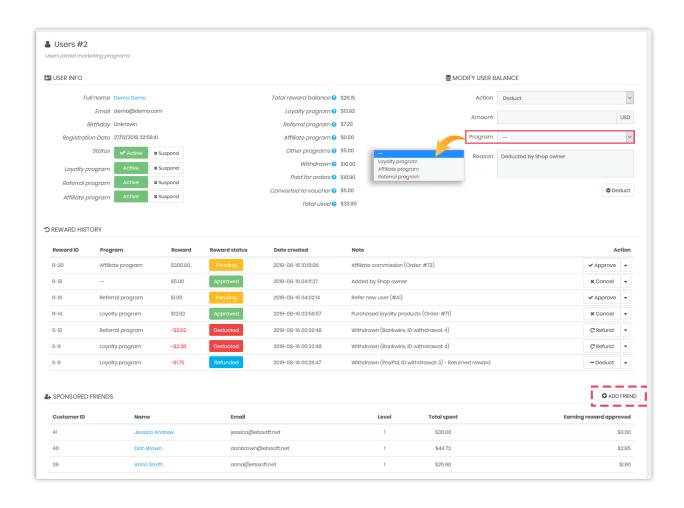
Here in this tab you will find information of all the users who joined marketing programs.

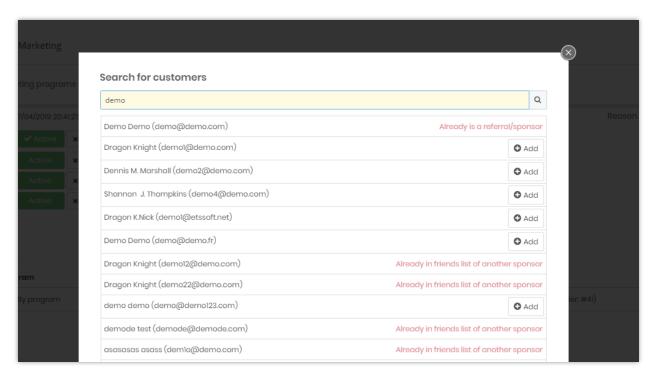


You can add user manually by clicking on "Add user" button.



For each user, you can view their detailed reward amount and **modify their reward** balance manually (deduct or add reward amount). You can also manually add sponsored friends for each user by clicking on "Add friend" button.

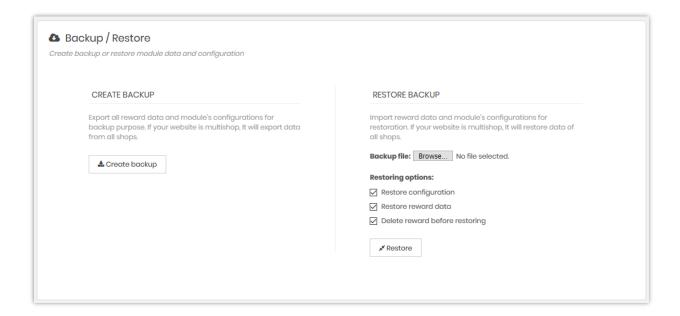




VII. BACKUP / RESTORE

You can export all reward data and module's configurations for backup purpose in just one click. If your website is in multi-shop mode, this module will export data from all shops.

You may also import reward data and module's configurations for restoration. Select restoring options, choose backup file and click **Restore** button. And you're done!



VIII. CRONJOB

Cron is used to schedule commands at a specific time. These scheduled commands or tasks are known as "Cronjob". With this module, you can set up cronjob to **send notification emails automatically when loyalty reward of customer is going to be expired or already expired**.

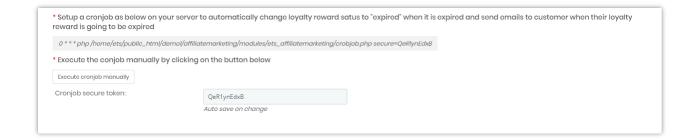
Note: Cronjob does not work for Referral/Sponsorship and Affiliate program.

1. Config

To run cronjob, please make sure that:

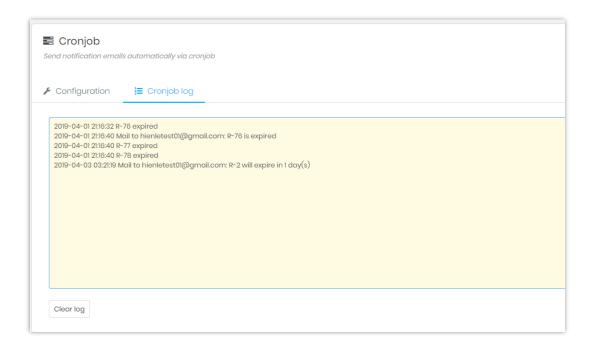
- ✓ You've enabled Loyalty program
- ✓ You've set available time for loyalty reward

There are 2 ways to set up and execute cronjob: automatically or manually.



2. Cronjob log

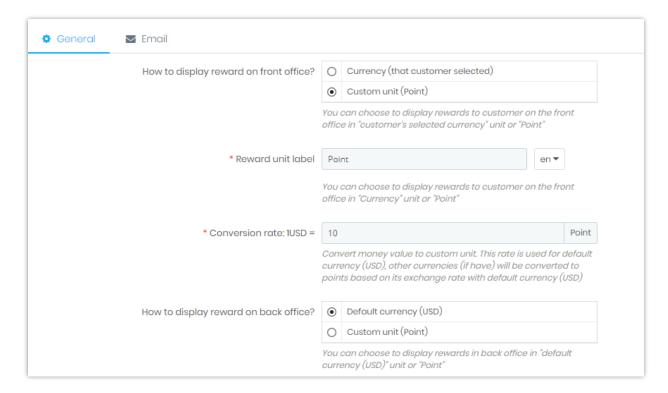
You can see the cronjob history on this tab. You can also clear cronjob log to get more storage space for your website.



IX. GENERAL SETTINGS

1. General

You can choose to display rewards to customer on the front office in "customer's selected currency" unit or "point".



You can set the order status whose reward will be created with "Awaiting validation".

*Reward is created with "Awaiting validation" if order status is

Awaiting Cash On Delivery validation

Awaiting check payment

Delivered

On backorder (not paid)

On backorder (paid)

Payment error

Processing in progress

Reward payment accepted

You can also set the order status whose reward will be validated

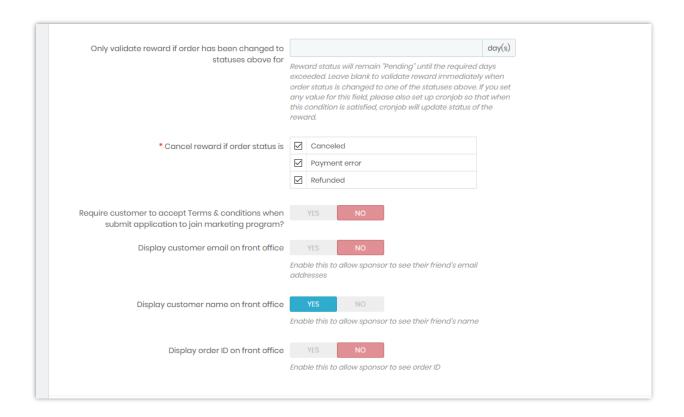
 Reward is validated and changed to "Approved" status if order status is
 ☑ Delivered

 ☑ Payment accepted
 ☑ Remote payment accepted

 ☑ Reward payment accepted
 ☑ Shipped

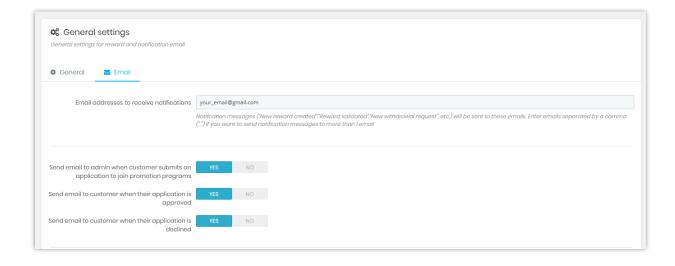
These statuses are also used to consider an order as PAID when calculating total spent for a customer

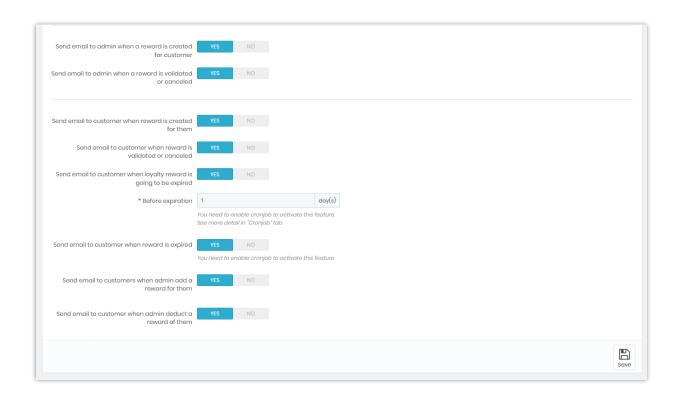
Other options:



2. Email

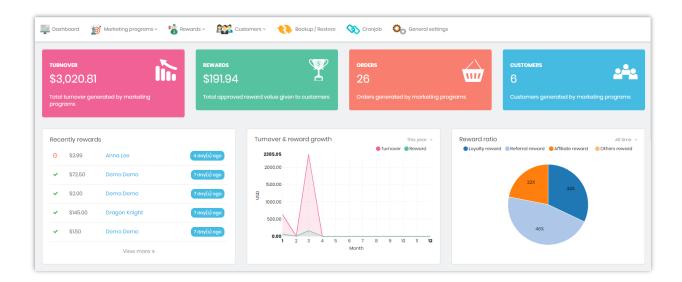
You can set up email address to receive notification and the following email options:





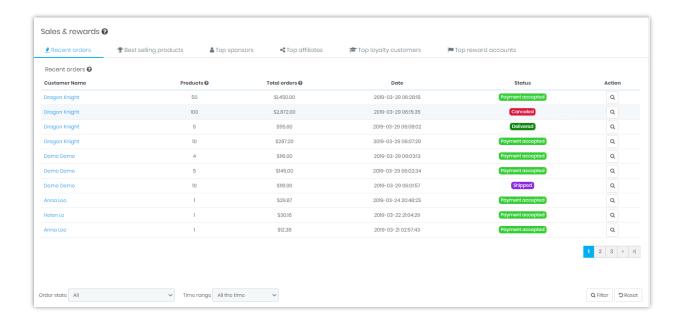
X. DASHBOARD

Dashboard provides a detailed statistics tool to help you keep track of the growth and the efficiency of your marketing programs.

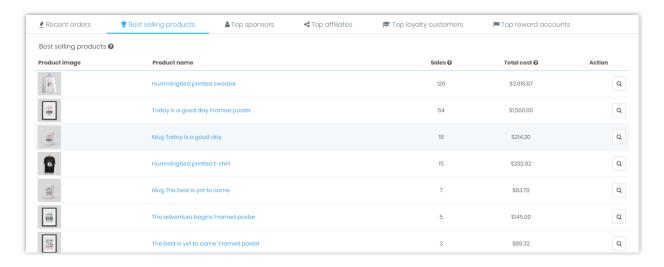


Sales and rewards statistic

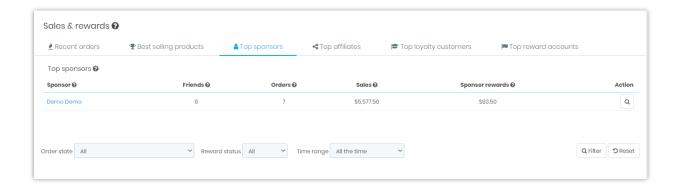
Recent orders: recent orders of products including in marketing programs

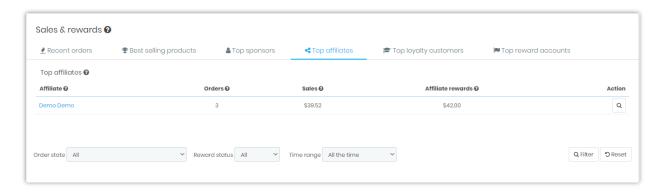


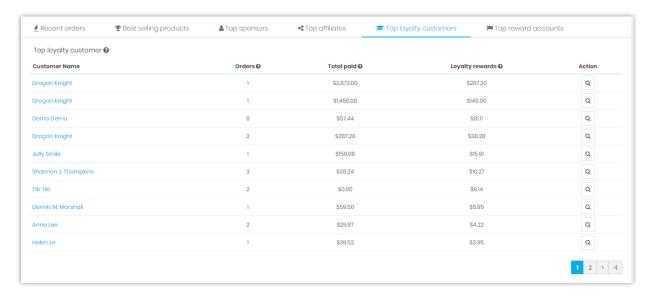
Best-selling products in marketing programs

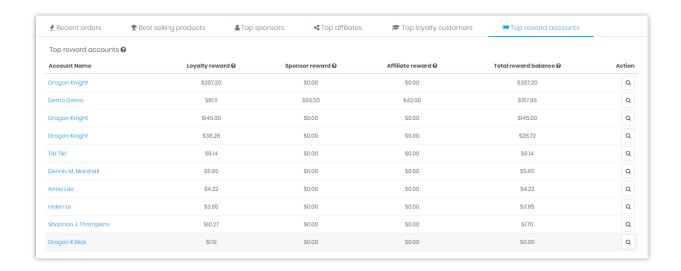


Top sponsors, top affiliates, top loyalty customers and top reward accounts

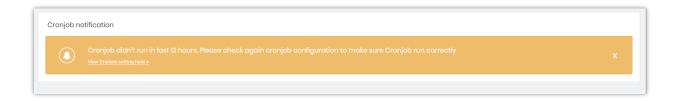








Cronjob notification



XI. THANK YOU

Thank you again for purchasing our product and going through this documentation. We hope this document is helpful and efficient in the complete setup of this module on your website.

If you do have any questions for which the answer is not available in this document, please feel free to contact us.