

Bluehost Affiliate Marketing Guide

Welcome

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Affiliate Marketing Basics

Affiliate marketing is a simple way for you to earn a commission and for Bluehost to earn customers.

Here's How it Works

We partner with individuals who are interested in promoting our products, offering a performance-based reward when they refer a new customer. Affiliates can use a combination of online tools to generate leads, such as a banner ad on their website or a promotional blog post. Each purchase is tracked so we can pay you a commission on the sales you generate.

This style of marketing is growing across industries. In fact, affiliate marketing is expected to grow to nearly \$6.8 billion industry in the next five years, according to a 2016 survey. At Bluehost, we believe our satisfied customers are the best people to promote our products. And since being an affiliate gives you some extra cash, it's a great way for us to succeed on the web together.



Partner with Bluehost

We launched our affiliate marketing program in 2004 and have spent more than a decade making it the best in the business.

Industry Leader

Since our founding in 2003, Bluehost has continually pioneered new ways to empower people to fully harness the web. Based in Orem, Utah, we provide comprehensive tools to millions of users throughout the world so anyone — novice or pro — can get on the web and thrive.

Our customers have unlimited potential, so we were one of the first web hosts to offer unmetered bandwidth along with unlimited storage space, email capacity, and domains. We were also one of the first hosting companies to offer 24/7 customer support. Now, as an leader in both technology and service, we work tirelessly to build products that our affiliates can proudly promote.

Unbeatable Tracking

Our internal tracking system is custom-built to ensure you receive every single commission you earn. While other affiliate programs typically rely on only one or two primary tracking techniques, we utilize multiple methods to ensure accuracy. To give credit where credit is due, we start with the most effective tracking method available and then work down until we've exhausted all possible attribution techniques.



Your Affiliate Account

Now that you know what affiliate marketing is and why you should partner with Bluehost, it's time to get acquainted with your account. To follow along, log in at **bluehost.com/partner**.

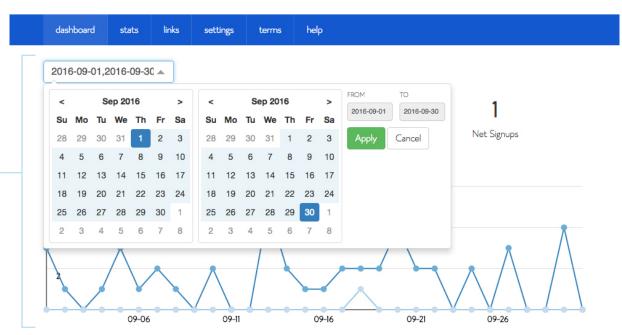
Dashboard

Here you can see your account at a glance, including payment information, referring links, and top campaigns within a specified date range.

Date Range

Change the date range to track your earnings, net clicks, and net signups over a period of time.

bluehost.com



My Referring Links

See which links you're using to promote Bluehost.



Top Campaigns

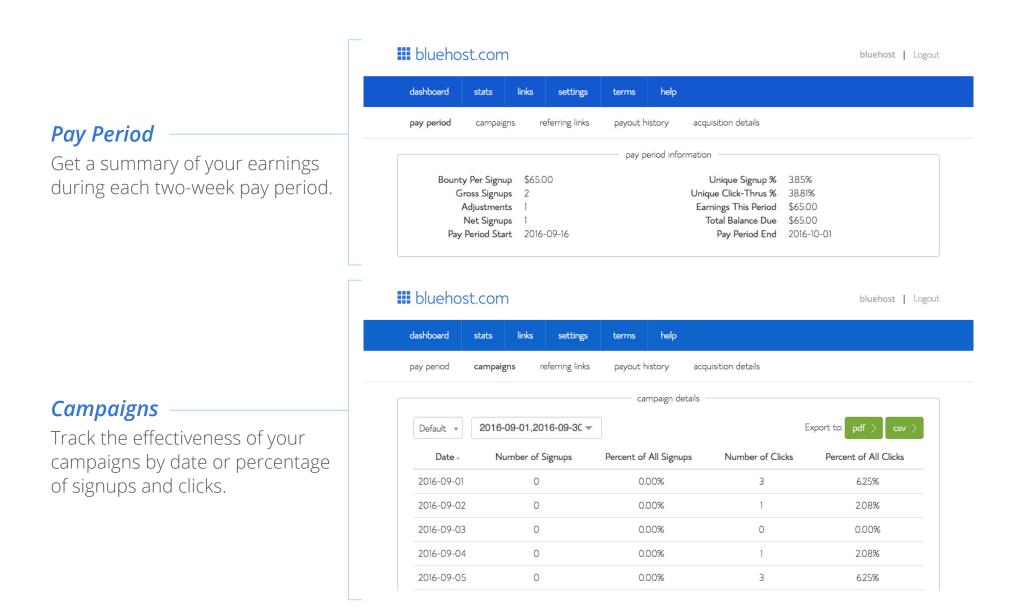
Find out how well your highest converting links are performing.



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Stats

This section provides a more detailed look at your account with information about payments, campaigns, referring links, and acquisitions.



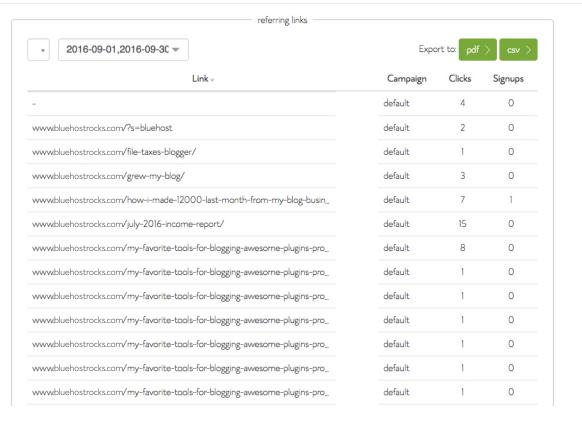
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Referring Links

See the number of clicks coming from specific links and campaigns.



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dashboard	stats	links	settings	terms	help	
pay period	campaig	ns re	ferring links	payout history		acquisition details

payout history

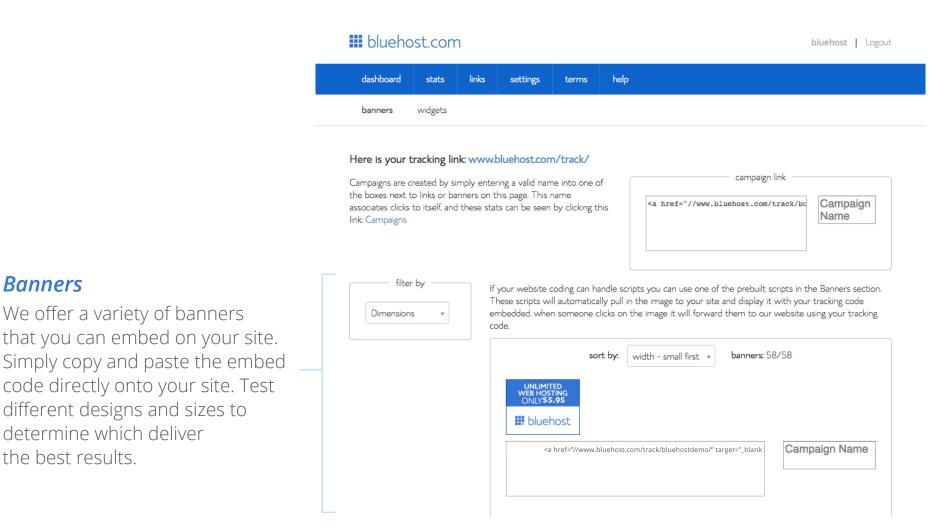
Payout History

Review all of your signups and adjustments and check the status of your payment — date paid, pending, or queued — here.

Period Ending v	Signups	Adjustments	Net	Clicks	Ratio	Earnings	Method	Payment Date
2016.09.30	2	1	1	26	3.85%	\$65.00	N/A	Pending
2016.09.15	1	1	0	22	0.00%	\$0.00	N/A	Pending
2016.08.31	0	0	0	18	0.00%	\$0.00	N/A	Pending
2016.08.15	0	0	0	8	0.00%	\$0.00	N/A	Pending
2016.07.31	1	0	1	9	11.11%	\$65.00	PayPal	2016-09-16 15:58:08
2016.07.15	0	0	0	11	0.00%	\$0.00	PayPal	2016-09-16 15:58:08
2016.06.30	2	1	1	15	6.67%	\$65.00	PayPal	2016-08-17 09:53:53
2016.06.15	2	0	2	13	15.38%	\$130.00	PayPal	2016-08-17 09:53:53
2016.05.31	1	0	1	14	7.14%	\$100.00	PayPal	2016-07-18 16:15:37
2016.05.15	1	0	1	16	6.25%	\$65.00	PayPal	2016-07-18 16:15:37
2016.04.30	0	0	0	17	0.00%	\$0.00	PayPal	2016-06-20 11:35:29
2016.04.15	1	0	1	16	6.25%	\$65.00	PayPal	2016-06-20 11:35:29
2016.03.31	0	0	0	17	0.00%	\$0.00	PayPal	2016-06-20 11:35:29

Links

Tracking links are how you receive credit — and commissions — for your Bluehost referrals. When a customer clicks your link or banner to purchase hosting, an automatic credit is recorded in your affiliate account.



We offer a variety of banners

different designs and sizes to

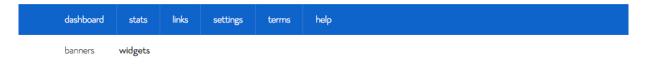
determine which deliver

the best results.

Banners

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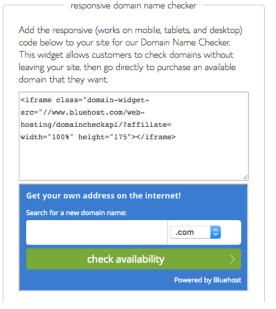
Widgets

Download the Bluehost Affiliator
WordPress Plugin to easily place
banners on your WordPress site.
The Responsive Domain Name
Checker allows potential customers
to review available domain names
and then go directly to the checkout
when they find one they like.

Affiliate Widgets

Widgets allow you to extend the functionality of your existing sites with helpful tools and affiliate links that will help drive conversions.



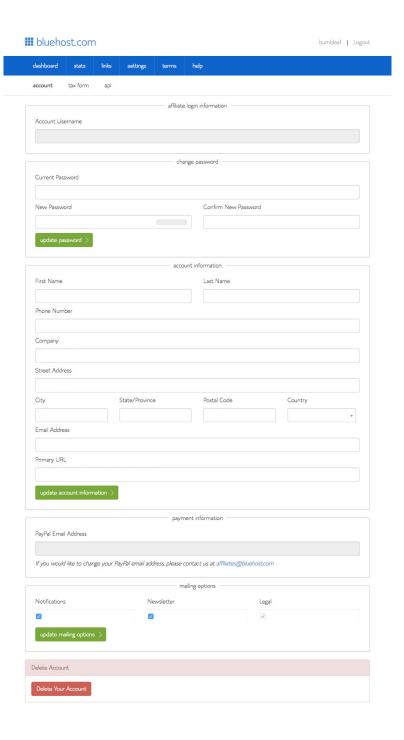


Settings

This section allows you to make changes to your account and personal information.

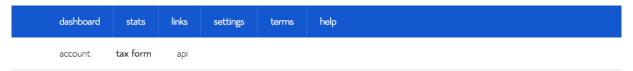
Account

See your username, change your password, update your contact information, and request payment changes here.



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Notice:

For security purposes, your previous tax information cannot be displayed. If you need to update your tax information please complete the form below in its entirety.

affiliate tax form

Are you a U.S. person (see definition below)?



Definition of a U.S. person:

For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien;
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States;
- An estate (other than a foreign estate); or
- A domestic trust.

Form W-9

For additional information see: IRS W-9 Instructions

lame (as shown on your income tax return)	
and as shown on your mostile auxiliarity	
usiness name/disregarded entity name, if different from above	
ederal Tax Classification	
•	

Tax Form

90 days.

To determine which tax form

you'll need to complete, you'll be

asked whether or not you are a U.S. citizen. Submit the correct

documentation by clicking on the "Submit Tax Form" button. We

cannot pay an affiliate unless we

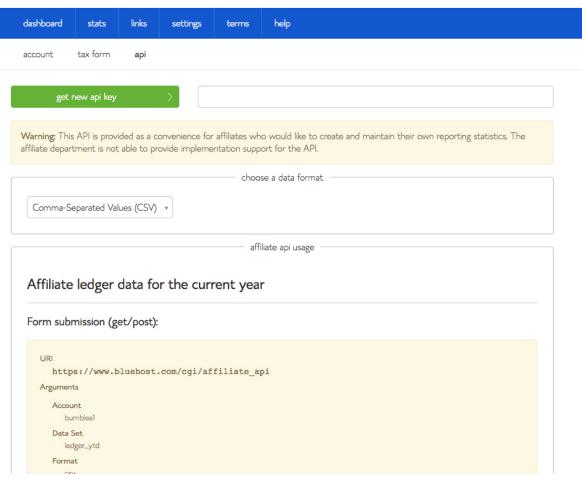
made to affiliate accounts with no tax documentation will expire after

have tax information. Referrals

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API

Our application program interface (API) is provided as a convenience for advanced affiliates who wish to create and maintain their own reporting statistics. We do not provide API support.

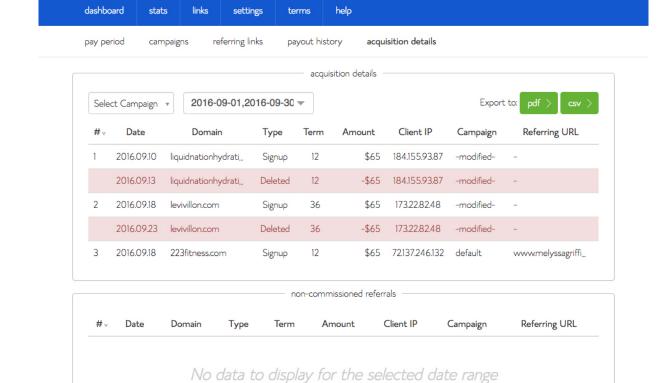


Terms

Bluehost's **terms and conditions** are available in your affiliate account. We worked hard to create straightforward terms to ensure that our affiliate program is mutually beneficial. If you have any questions about these guidelines, please contact us at **affiliates@bluehost.com**.

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Acquisition Details

Analyze the domains purchased through your tracking link to identify which promotions are working best.

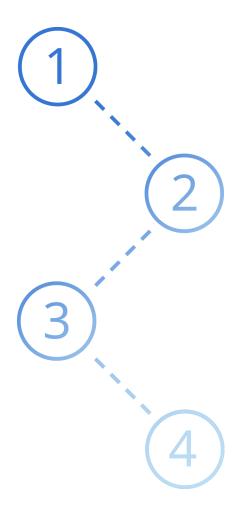


Affiliate Best Practices

Follow these tried-and-true techniques to succeed as a Bluehost affiliate.

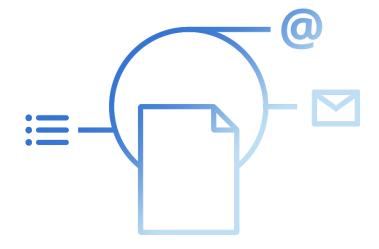
Create a How-To Guide

Adding a step-by-step guide to help your readers sign up for a Bluehost account is an effective way to increase conversions on your website. While the guide must be written in your own words, our team can supply you with sign-up screenshots to accompany your post (email affiliates@bluehost.com if you'd like to use our images). Additionally, you can embed our YouTube tutorials onto your site. Include a tracking link any time you mention Bluehost on the page, as well as on every image, so that any purchases coming from your site will be recorded in your affiliate account. And make sure that your how-to page is visible in your menu structure, so it's easy for visitors to find your Bluehost endorsement.



Add a Resources Page to Your Website

A resources page is a great place to share the products, companies, or services that you use or recommend. Add a section about web hosting and share why you love Bluehost. Include a tracking link to ensure that purchases coming from your website will be recorded in your affiliate account. A resources page is also a great place to have a link directing readers to your how-to guide (p.21). Finally, make sure that your resources page is visible in your menu structure, so it's easy for visitors to find your Bluehost endorsement.



Place Links and Banners on Your Website

Where you place banners and links on your website makes a difference. Embed them on your most-visited pages.

Place Tracking Links in Web Copy

You can use your affiliate tracking link anywhere on your website where you talk about web hosting or related topics. Simply include a hyperlink in your body text

Place Banners on Popular Pages

Bluehost's most successful affiliates place affiliate banners and links on their homepage, on a hosting or resources page, and in other high-traffic areas.

Make Your Banners Highly Visible

Placing large banners and tracked links in prominent locations on your website helps visitors see them and increases your click-through rate. The best place for banners is "above the fold," meaning visitors don't have to scroll down to see them.



Use Email Marketing

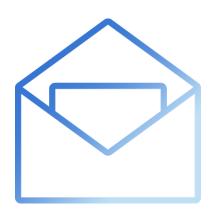
Sending your affiliate link via email can be a more personal, effective way to leverage your relationship with visitors.

Place Tracking Links in Web Copy

You can use your affiliate tracking link anywhere on your website where you talk about web hosting or related topics. Simply include a hyperlink in your body text.

Track Your Referrals Closely

Email tracking is slightly less effective than tracking referrals from your website. That's because email providers sometimes truncate the tracking link. If you notice that a referral isn't recorded, contact us immediately at **affiliates@bluehost.com** with your username and the customer's hosting domain. We can manually credit your account.



Share on Social Media

If you have an active online following, it can make sense to promote Bluehost on social networks.

Promote Bluehost News and Sales

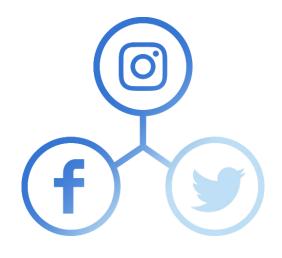
While affiliate pricing is normally the best deal, we occasionally cut our prices even lower or offer deals on certain add-on products. Social media can be a great place to share these promotions. Follow Bluehost on **Facebook**, **Twitter**, and **Instagram** and promote our **blog posts** and videos as we announce special deals and savings.

Talk About Bluehost in Moderation

Don't spam your followers by talking about Bluehost too frequently or creating social media pages solely to promote Bluehost. Use social media in a natural way that fits with your regular sharing and posting schedule.

Direct Followers to Your Website

When possible, point social followers to your how-to guide or resources page instead of linking them directly to Bluehost's site. That's because social media sites — like email providers — occasionally truncate links, which can cause tracking errors. Additionally, people are more likely to sign up after they've read your personal review.



Other Ways to Recommend Bluehost

Include Testimonials on Your Website

Visitors feel most comfortable making a purchase when a product is genuinely recommended. Provide testimonials on your website and explain why you personally vouch for Bluehost. Read more about FTC disclaimer requirements when using endorsements and testimonials in the Legal Obligations section (p.38).

Blog Regularly About Your Bluehost Review

Frequent, high-quality content helps your website rank higher in search engine results and gives you more exposure. Share your thoughts on web hosting regularly.

Host Your Site on Our Servers

Visitors can perform WHOIS searches to identify where your website is hosted. When your site is powered by the same technology you are endorsing, your recommendation earns more credibility.



Talking points

Visitors are more likely to act on endorsements when they're coupled with compelling facts. Including the following information on your website will lend credibility to your recommendation.

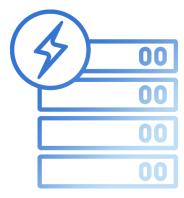
About the Company

- Founded in 2003, Bluehost is one of the largest and most respected web hosting providers in the world.
- Bluehost supports more than 2 million websites worldwide.
- Bluehost has been one of WordPress' toprecommended hosts since 2005.
- Bluehost is based in Orem, Utah.
- Bluehost offers an anytime money-back guarantee.
- Customers can cancel at anytime without penalty to receive a prorated refund. Full refunds are available in the first 30 days (minus the cost of domains if canceled after three days).



Powerful Platform

- Bandwidth is unmetered.
- Every Bluehost account registered for one year or longer includes one free yearlong domain name registration.
- MOJO Marketplace is integrated into every account, making the web's leading applications, themes, and plugins easily accessible and installable in just one click.



Unbeatable Support

- Support is available 24/7 via phone, chat, and tickets.
- Our expert support staff operates out of our U.S. headquarters.
- Our robust **Knowledgebase** is comprehensive and constantly maintained by in-house experts. We share our knowledge and expertise directly with customers.
- Our **training videos** make it easy for customers to successfully build a website.



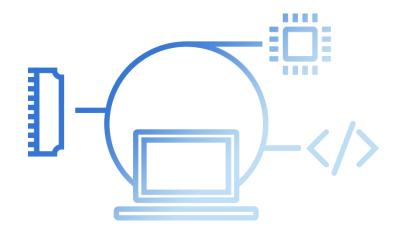
Enhanced Control Panel

- We've completely customized and enhanced the popular cPanel product to ensure our interface is uniquely powerful and easy to use.
- While most companies require multiple logins to access different aspects of your account, Bluehost users can access everything — websites, emails, domains, and billing — from one place.
- When moving from Shared Hosting to VPS or dedicated servers, control panels often get more complicated. We've designed our VPS and dedicated control panels to be accessible and easy to use for novices and pros alike.



Breakthrough Technology

- We design, build, and maintain our own hardware.
 Every server is monitored on-site by expert admins and engineers.
- We use a state-of-the-art data center. It is fully redundant from top to bottom with uninterrupted power supply and generator systems, robust network switches, and fiber connections.
- We are known for reliability and stability. By building our platform in-house, from hardware to software, we've created the ideal hosting environment.
- We offer a comprehensive online solution. With shared, VPS, and dedicated hosting servers, Bluehost can easily address a wide range of customer needs.



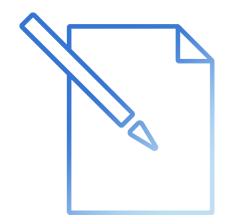


Guidelines for Success

It can be hard to pinpoint exactly what makes one website more likely to generate referrals than another, but our most successful affiliates implement the following tips.

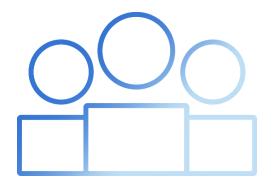
Create Quality Content

Frequent, high-quality content improves your site's search result rankings, drives traffic, and helps you retain the traffic you already have. Viewers stay on a page longer or come back when they see something useful, entertaining, or new. Successful affiliates put a lot of effort into regularly creating good content for their websites.



Build a Devoted Following

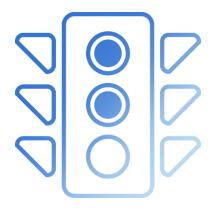
Your site doesn't have to be specifically about web hosting or technology for you to be a successful Bluehost affiliate. All you need is a devoted following. Building that audience can take time, but with good design and quality content, you'll be able to curate an audience that trusts your recommendations.



Generate Good Traffic

While every website wants to get a lot of traffic, not all web traffic is created equal. From an affiliate marketing perspective, good traffic means attracting visits from people who are pre-sold by the time they click on your Bluehost referral link or banner. They trust your recommendation, want Bluehost products or services, and are ready to sign up and remain a customer for a long time. Bad traffic is comprised of people who are clicking with no intention of following through.

If you only get one sale for every thousand clicks, something's not right. Review your click-to-signup ratio by visiting the Payout History tab in the Stats section of your affiliate account. Most affiliates' ratios average between 3 to 5 percent. Our most successful affiliates have double-digit ratios because of the high-quality traffic they're generating.



What Not to Do

- Don't offer cash back, rewards, or other incentives.
 - Don't use traffic that is generated by pay-to-click or pay-to-read programs, banner exchanges, click exchanges, CPV advertising, pop-ups, spam, purchased traffic, or similar methods.
- Don't use cookie stuffing techniques that set the tracking cookie without the user actually clicking on the referral link (for example, a 1x1 pixel iframe).
- Don't bid on or use trademark, trademark +, or misspelled keywords for the purpose of PPC on search engines, such as Google, Yahoo, MSN, and Ask.
- Do not use trademark, trademark +, or misspelled keywords in your domain names or your title pages.

- Don't use redirected pages and links to send a user to our site. For example, you should not have a PPC link on a search engine that redirects the user to our site.
- Don't purchase a domain and set it to forward directly to our site using your affiliate link.
- Don't copy our website or portions of it and display them on your own site or subdomain.
- Don't engage in the advertisement of businessopportunity sites or use marketing practices that attract fraudulent or short-term customers (customers with low retention and renewal rates).



Please comply with the following guidelines to ensure your disclosures are satisfactory.

The Federal Trade Commission's (FTC) mission is to prevent deceptive or unfair business practices. In December 2009, the FTC released *Guides Concerning the Use of Endorsements and Testimonials in Advertising*. The guidelines require that any affiliate who uses reviews, rankings, or testimonials to promote products must clearly disclose that they receive compensation for doing so.

All Bluehost affiliates are required to clearly disclose on their website that they are earning commissions for their reviews or the traffic coming to Bluehost from their site. Failure to do so may result in removal from our affiliate program and the cancellation of commissions in addition to being penalized by the FTC. You can learn more about the FTC Disclosure requirements at **bluehost.com/cgi/partner/terms/ftc**.

Disclosures Must Be Frequent

Your disclosure must appear on any page that has a review, recommendation, comment, or article that promotes a product or service for which you receive compensation. Remember: you cannot claim that you do not receive compensation if you receive payment through an affiliate program.

Disclosures Must Be Clear

It must be immediately clear that you may receive compensation for your review or rating.

Example of a Clear Disclosure

We are a professional review site that receives compensation from the companies whose products we review. We test each product thoroughly and give high marks to only the very best. We are independently owned, and the opinions expressed here are our own.

Example of an Unclear Disclosure

We are a website that needs compensation to operate like any other website on the internet. We may receive consideration for our reviews, but we are totally unbiased and do not accept paid reviews or fake reviews claiming to be something they are not.

Disclosures Must Be Conspicuous

The disclosure must be clear and easy to see. It should begin with the word "disclosure."

For the Disclosure to Be Considered Clear, the Font Should Be:

- At least as large as the main text on the page In a color other than black or gray.
- In contrast both with its background and the main text.
- Darker than its background or the main text.

Disclosures Must Require No Action

Your disclosure must be immediately evident to a typical visitor who views a review, ranking, or endorsement. A visitor should not need to scroll, click, or hover to learn that you receive compensation. If you do include a clickable link or additional information when a visitor hovers over text, the language of the link itself should reveal the fact that you receive compensation.

Example of a Link That Requires No Action

We are compensated for our reviews. Click here for details.

Keep in mind: simply telling the visitor that they can click or hover to read your FTC disclosure is not adequate. You need to use the word "disclosure" and present the nature of the disclosure on the page.

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Frequently Asked Questions

What is the Bluehost affiliate program?

Our affiliate program is designed to help you generate income in exchange for referring new hosting clients to our company. We pay you for successfully advertising our brand and services.

What am I going to be selling?

You will be selling website hosting — rented space on a server that is connected to the internet, allowing an individual to put a website online. Bluehost is a premium web hosting service that offers shared, VPS, and dedicated servers. From business owners to individuals who need full functionality on a small budget, Bluehost provides customers with a complete web hosting solution.

Do I need to have any technical skills?

All you have to do is copy and paste a code from the Links tab of your affiliate dashboard into your website. You can be a successful affiliate even if you only have basic computer skills.

Does it cost me anything to join the affiliate program?

No. Signing up for our affiliate program is quick, easy, and free. There are no contracts to sign.

Do I have to host my website on Bluehost in order to become an affiliate?

No. You do not have to host your website with us in order to become an affiliate. However, it can help you increase your referrals and site credibility when people know you use our services yourself.

Can I start promoting your products right after I sign up?

Yes! After you sign up you will have an active affiliate dashboard where you can access personalized banners and links to display on your website (refer to the Campaigns tab in your affiliate dashboard). However, we cannot pay an affiliate unless we have your tax information on file. Referrals made to affiliate accounts with no tax documentation will expire after 90 days.

How are my referrals tracked or recorded?

We track using a special combination of browser info, browser cookies, referring URL, and IP address.

How long do you track a referral?

Our tracking lasts for 90 days and uses multiple methods — unlike other affiliate programs that only offer cookie tracking. For example, if a visitor to your website clicked on your affiliate banner and did not sign up immediately but signs up within 90 days, we will still be able to credit that referral to you. If a customer clicks links from multiple websites, credit is awarded to the last affiliate link clicked before signup.

What happens if a referred account is cancelled?

If the referred account is canceled within 90 days of the purchase date, the referral fee will be reversed, whether or not payment has already been issued. Referred accounts deleted for fraud or disputed payment will have credit reversed no matter how much time that has passed since the sale was made.

How much can I earn?

You will receive \$65 for each referred individual who sets up a new account and remains a customer for 90 days.

What is required before I am paid?

After signing up, you will need to submit a tax form and your account will need to have recorded a minimum of two referrals. The referral minimum only applies on the first payout on your account.

How do I get paid?

Payments are sent using PayPal's Mass Pay option. This allows us to pay the transaction fee on delivery so PayPal does not deduct it from your earnings. For larger affiliates with balances of more than \$10,000 per month, we offer Wire Transfer. To update your payment information, please contact the affiliate department at **affiliates@bluehost.com**.

When do I know that the payment has been issued?

In your affiliate dashboard, click on Payout Information. Once your payment has been processed, its status will change from pending to a sent date. To see the domain names associated with credits, click on the dollar amount shown in the Earnings column of this section.

I have a pending credit on my affiliate account. When will I get paid?

All affiliate referrals go through a 45-day aging period after the end of the month in which the sale occurred. All referrals still associated with active accounts after this period qualify for commissions which are paid out starting on the 16th of the month in which the aging period ends through the end of that same month. For example, commissions on referrals who purchased in January and have remained customers until March 15 will be paid between March 16 – 31. Remember, payments are only issued if your tax form is successfully processed and you have met the two-referral requirement for the first payout on your account.

How do I identify which credit is associated with which domain?

Click on the Payout Information tab in your affiliate dashboard. Then click on the dollar amount shown in the Earnings column for the tracking period you wish to review. After being redirected, you will find the domain or domains associated with the credit on the bottom left of the page.

The Payout Information section of my affiliate account shows payment was issued, but I have not received it.

If you have not received a payment within reasonable delivery time, please open a ticket in our Help Center for the affiliates department about the missing payment. Be sure to include the username for your affiliate account as well as the payment date, amount, and the payment method by which the funds were issued (PayPal or check number) so we may look into the matter. These details can be found in the Payout Information tab of your affiliate account. Replacement payments may require a \$35 replacement fee as described in the terms of service.

I referred a customer but do not see the credit in my affiliate account.

Please open a ticket in our Help Center for the affiliates department immediately. Be sure to include the username for your affiliate account as well as the primary domain name of the new hosting account you referred so we may look into the matter.

I have referred customers in the past before I knew about the affiliate program. Can I still get referral credits for those?

Retroactive credits are not awarded for hosting accounts purchased before your affiliate account was created. Once you have joined our affiliate program, you can refer someone by having them click on your affiliate tracking link and continue on to purchase a hosting account.

You said you had the best tracking system ever; why would I need to report missing referrals?

Sometimes customers don't use the link you give them. Sometimes it is a spinoff account, which means that you moved a domain name from one hosting account on Bluehost to another and the system counted it as a duplicate referral. Sometimes customers don't go through the entire process, and then they come back later through someone else's affiliate link. While there are rare instances in which we cannot credit you for a missed referral, in most cases, an affiliate manager is able to credit your account manually with no problem.

I can't log into my affiliate account. What should I do?

If you are unable to access your affiliate account or change the password, it is most likely a web browser configuration issue. To troubleshoot the issue, please try the following steps.

- Log on with a PC or Mac. Phone browsers and tablets aren't reliable for successful affiliate logins.
- Ensure you are using the most recent version of your web browser.
- Clean up your current web browser by clearing your cookies and cache.
- Disable any third-party applications or add-ons for your browser that could affect cookies and scripts.
- Close and restart the browser. Make sure cookies are enabled.

I can't log into my affiliate account. What should I do? (cont.)

If you're still having trouble, try resetting your password at **bluehost**. **com/cgi-bin/partner/forgot**. The system will send a password reset link to the email address we have on file for your affiliate account. Please note:

- The reset link is only active for one hour.
- If you request a reset multiple times, only the last link sent will be active.
- If you fail the login attempt multiple times, your account will be locked for one hour
- Passwords must include at least one uppercase letter, one lowercase letter, one number, one symbol, and at least a 50 percent strong rating.

Once you have reset your password, close the browser. Then open a new window and log in to your account at http://partner.bluehost.com.

Why do I need to submit a tax form?

We are required to report to the U.S. Internal Revenue Service who we have paid in our own tax records.

I am not a U.S. citizen; do I need to submit a tax form anyway?

We require a tax form for each affiliate account before any payments may be issued, but tax form questions for international affiliates are different than those required of U.S. affiliates.

- If you are submitting as an individual, you can do so within your affiliate account by signing in at **bluehost.com/cgi/partner**. Click on Settings and then Tax Form.
- If you are submitting as an entity, please complete the appropriate W-8 form for your entity and then attach as a PDF and email it as a reply to affiliates@bluehost.com.

Where and how do I submit the tax form?

Log into your affiliate account at **bluehost.com/partner**.

- Go to your Settings page and then click "Tax Form."
- Answer the question about being a U.S. citizen; the appropriate tax form will appear.
- Fill out the form, and then click the "Submit Tax Form" button.