

Develop A “Points Based” Incentive Program

Salespeople Are Motivated by Sales Contests & Sales Incentive Programs

**So Develop An Incentive Program That Rewards Your Outbound
Sales Representatives With
Points For Each Key Sales Goal They Achieve:**

- 1. Margin Dollar Quota**
 - 2. # of New Customers**
 - 3. Rate Of Return**
 - 4. Customer Contact Time**
 - 5. New Product / Service Sales**
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**The More Goals They Exceed
The More Points They Receive**

**Incentive Points Are Accumulated &
Can Be Redeemed Each Friday**

Redeemed For Valuable Prizes Such As:

- **Flat Panel TV's**
 - **Surround Sound Systems**
 - **Bose Stereos**
 - **Ipods**
 - **Wii Systems**
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The More Valuable the Prize
The More Points Required to Earn It

Place Prizes Around The Sales Floor
So The Sales Representatives Can See Them Many Times
Throughout The Day

The Results From This Program Are Tremendous!