

# CELEBRATING SALES SUCCESS



# Sales Incentive Scheme

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- If you like tennis, football, European travel and enjoy good food then this is for you!
- Daily, weekly and monthly prizes and incentives
- Everyone has a fair chance!
- Recognition for above and beyond
- Office celebrations for over-achievement
- Sharing success and best practice
- Be in it to win it so make sure you are signed up to the London ITE Sales and Deal groups on Yammer NOW!

# Monthly Prizes

Two Wimbledon Tickets



Friday afternoon off for top 4 at Michelin star restaurant



Two tickets to Ascot

## What do you need to do to win?!

- There is a different sales focus every day of the
- Watch out for the daily incentive driver which will be announced in the London ITE Sales group on Yammer at the start of each day by a Senior Manager 'Cheerleader'.
- The more daily incentives that you win, the more chance you have of winning the monthly prize. Every time you win the daily incentive you win raffle tickets to be entered into the monthly prize draw

*\* Please note that you must hit your monthly target to qualify for the monthly prize*



Trip to Rome

# Weekly Prizes

Wine tasting day  
with champagne  
and lunch for two



£250 to spend on dinner,  
at a restaurant of your choice



Two tickets to Ascot



Festival ticket or gig  
of your choice  
Up to £250

Luxury spa treat  
with lobster and  
champagne for two  
at the athenaeum



## What do you need to do to win?!

- Overall performance throughout the course of the week will be considered for the weekly prize.

# It doesn't stop there – fab weekly prizes up for grabs too!!

## Lucky dip incentive continues!

Qualifying deals get a lucky dip. Hidden amongst smaller prizes are some £50 & £100 John Lewis vouchers. Duvet days and afternoons off to continue!



## Monthly above and beyond

We recognise that sometimes individuals really do go above and beyond their day job to assist customers or colleagues. We want to reward this behavior and encourage you to nominate colleagues on Yammer in the London ITE Sales Group for the monthly £200 award for this!

This award is not limited to sales.



# Office Celebrations

Management will set a stretch over-achievement target at the start of the month for the London sales team. If sales hit this then everybody benefits.

Ranging from monthly celebrations to quarterly team building exercises the system is designed to reward the sales team as a whole.

The scale of reward will be dependant on the % above target achieved.



## BRONZE

- **100%** of London sales target as a Team – On a monthly basis
- End of month celebration at local venue such as pub – food and drink budget provided for the sales team to the value of **£300**

## SILVER

- **110%** of London sales target as a Team – On a monthly basis
- End of month celebration at local venue– food and drink budget provided for the sales team to the value of **£500**

## GOLD

- **120%** of London sales target as a team – On a monthly basis
- Rather than a local venue – a proper night out in town
- Budget dependant on performance above 120%
- Includes a finish at **4.00pm**



To qualify for the incentives, EVERY deal must be Yammered in the Deals group in Yammer.



Yammer is used as the communication tool within the sales community. If you haven't heard of Yammer it is an enterprise social network tool utilised by many companies.

Yammer is the main tool of online communication amongst the UK sales community and the place where new sales incentives are announced!

All employees should sign up to Yammer.

### Step 1:

Visit Yammer's website at [www.yammer.com](http://www.yammer.com). Enter your ITE exhibitions email address [firstname.surname@ite-exhibitions.com](mailto:firstname.surname@ite-exhibitions.com) in the space labelled "join your company network." Press Join.

**(Even if you use a different company email address day to day, please use your ITE email address for Yammer)**

### Step 2:

Once you have entered your email address, you have one more step before your account is active. You need to check your inbox for an email from Yammer. If you do not see it, check your spam folder. Press the link in the email that activates the account.

### Step 3:

Now that once your account is active, you will want to create your profile. This provides information for your colleagues about yourself, including your expertise and your position within the company. It will also have contact information.

You should already be signed up to the 'All Company' group. Please request to join the following two groups: -

#### London ITE Sales Deals

For those of you on the move, Yammer is also available as an App and can easily be found in the App store or through Google.

#### For sales

All deals should be posted in the deals group. The deals group is where all deals will be posted, and will be used to find the winner of the incentives for that week, or day!

Please use the below template;

**Show:**

**Client:**

**Package/ M2:** (e.g. 36m2 space only, or Sponsorship, etc.... )

**Value:**

**Type:** (Repeat/NB/ lapsed – a lapsed deal is a company that exhibited in the previous 3 years but not in the last edition of the event)

**Source:** (If NB where it came from, e.g. incoming/comp show/referral)