



Sales Incentive Own Staff Program



A best-in-class, tailor-made sales incentive to engage, motivate and reward. Build a high-performance sales team and achieve results.

A sales incentive helps you connect your sales team to your sales plan. Set targets, engage interest, motivate performance and reward success. Measures guide and stretch performance, targeted communications drive momentum, a wide range of reward solutions are tailored for maximum motivational appeal. You focus on your business. We design, implement and deliver a best-in-class solution that works. Increase profitability, expand territory, enhance margins, grow revenue.



How it works

A best-in-class sales incentive is structured around elements proven to achieve results.

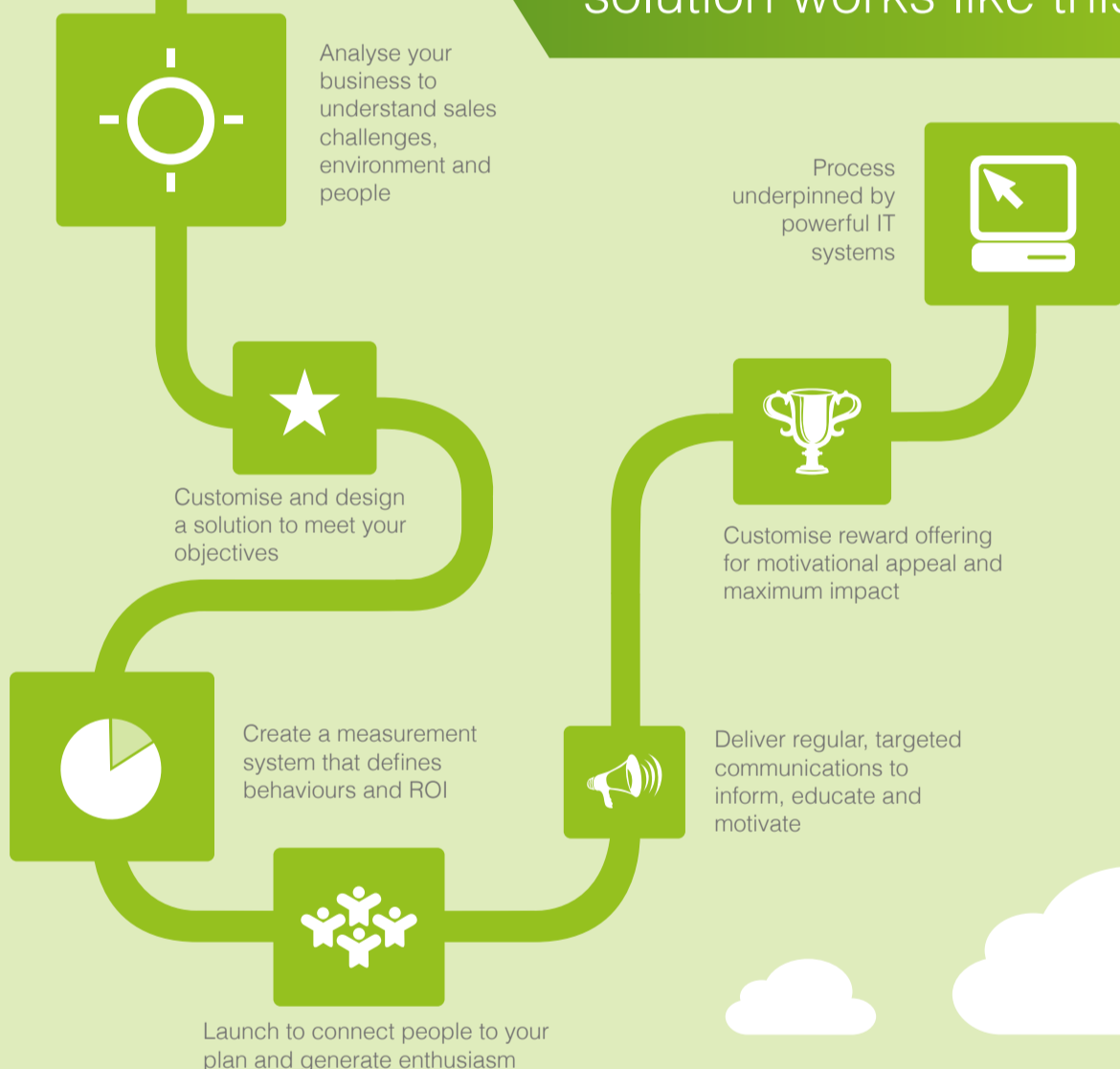
Reward offering tailored to your staff. Choices include our Online Catalogue of Awards, featuring over 10 000 merchandise, travel and experience awards, special order products and personal shopping with the AwardsCard™; an incentive gift card accepted at any MasterCard™ outlet in S.A.

Measurements based on in-depth analysis ensure targets are ambitious but realistic, and designed for maximum return on incentive investment.

Program is tightly structured to create clear goals, motivate focused activity and achieve results. You get a cost efficient, effective sales incentive solution.



Our sales incentive solution works like this



Why Achievement Awards Group?

Solutions are tailor-made to individual client needs and performance goals

Proven expertise in handling every aspect of program management and administration

1000

Run more than 1 000 successful campaigns for high-profile clients in dozens of industries

Outstanding reward choices through the Online Catalogue of Awards and the AwardsCard™

Food for thought

Tap into the growth potential of your middle level performers. Consider the performance bell curve. A 5% performance gain from the middle 60%, can yield over 70% more revenue than a 5% shift in the top 20%. (Sales Executive Council "Shifting the Performance Curve -Exporting High-Performance Sales Disciplines to the Core", 2003)

Find out more
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The Science and Art of Business and People Performance

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Sales & Channel Incentive Programs