

**SUMMARY:** Overview of the CurrentSAFE Network Sales Contest.

## **I. OVERVIEW**

The following policy establishes the procedures and rules for the annual CurrentSAFE Network Sales Contest.

## **II. OBJECTIVE**

- A. Motivate CurrentSAFE Division and Dealer employees to increase CurrentSAFE sales, growth, and profit.
- B. Create enthusiasm and promote teamwork.
- C. Create healthy competition throughout the CurrentSAFE Network.
- D. Promote networking, relationship building, and increased awareness throughout the Network.

## **III. DESCRIPTION**

The CurrentSAFE Network Sales Contest runs from January 1<sup>st</sup> through December 31<sup>st</sup>. There will be different award categories. The maintenance sales contest categories are:

### **1. Sales Professional with highest new maintenance dollar booked.**

- A. Salesperson recognition award and **\$1,000.00** for the Sales Professional with the highest new maintenance dollars booked.
- B. Salesperson recognition award and **\$500.00** for the Sales Professional with the second highest new maintenance dollars booked.
- C. Salesperson recognition award and **\$250.00** for the Sales Professional with the third highest new maintenance dollars booked.

### **2. Highest percentage over their sales plan quota.**

- A. Salesperson recognition award and **\$1,000.00** for the Sales Professional with the highest % over their sales plan quota.
- B. Salesperson recognition award and **\$500.00** for the Sales Professional with the second highest % over their sales plan quota.
- C. Salesperson recognition award and **\$250.00** for the Sales Professional with the third highest % over their sales plan quota.

### **3. Highest number of EPM multi-year agreements.**

- A. Salesperson recognition award and **\$1,000.00** for the Sales Professional with the highest number of EPM multi-year agreements.
- B. Salesperson recognition award and **\$500.00** for the Sales Professional with the second highest number of EPM multi-year agreements.
- C. Salesperson recognition award and **\$250.00** for the Sales Professional with the third highest number of EPM multi-year agreements.

### **4. Meets or exceeds sales plan quota.**

- A. Recognition award for each Sales Professional who has met or exceeded their sales goals.

#### **IV. CONTEST STRUCTURE**

The following guidelines apply:

- A. THERE IS NO FEE TO ENTER THE SALES CONTEST.
- B. All winners are paid by CurrentSAFE in U.S. dollars.
- C. Every Sales Professional who submits their monthly sales reports is eligible to participate in the Sales Contest.
- D. CurrentSAFE Sales Tracker to be used to document and report all sales.
- E. All sales must be at, or above, standard CurrentSAFE Division gross profit margins.
- F. CurrentSAFE will collect the Network's data and will post the updated sales contest rankings quarterly on the CurrentSAFE Dealer page webpage.
- G. CurrentSAFE has the final decision on all contest matters.
- H. All winners will be recognized at the Continuing Education Conference and Awards Banquet.
- I. Winners are not required to be present at the Awards Ceremony in order to receive their award.
- J. Award winners are required to be employed by the CurrentSAFE Dealer at the time the award is presented.
- K. A qualified contest sale is a signed CurrentSAFE agreement.
- L. Sales booked prior to the contest period DO NOT qualify.
- M. All sales must be booked between January 1<sup>st</sup> through and including December 31<sup>st</sup>.
- N. Only new, first year revenues are credited for the contest and is to be reported.
- O. RENEWALS DO NOT COUNT AND WILL BE DISQUALIFIED WHEN AUDITED.**

#### **IV. DOCUMENTING SALES PERFORMANCE**

Any incomplete documentation will result in the Sales Professional receiving zero sales credit for the month the incomplete report was sent. Reports must be sent to CurrentSAFE at the beginning of each month - no later than the 10<sup>th</sup> of the new month. If a Sales Professional fails to submit his / her sales reports more than once during the contest period, the Sales Professional will be automatically disqualified from the contest.