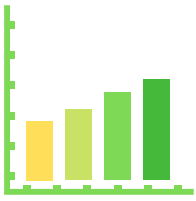


INCENTIVE PROGRAM TYPES



Sales Incentive Programs

Goal: Motivate Sales Growth

Use incentives to motivate internal sales reps to:

- Surpass performance metrics.
 - Uphold company values.
 - Increase product knowledge.
 - Improve client satisfaction.
-



Employee Incentive Programs

Goal: Improve Performance

Use recognition to motivate employees to:

- Build a culture of high-performance.
 - Demonstrate core values.
 - Provide better customer service.
 - Stay loyal to your company.
-



Customer Loyalty Programs

Goal: Growth and Retention

Use rewards to incentivize customers accounts to:

- Increase order size and frequency.
 - Educate themselves on your brand.
 - Supply better marketing data.
 - Improve customer retention.
-



Channel Incentive Programs

Goal: Educate, Train, Collaborate

Use incentives to enable your contractors, dealers, distributors, and wholesalers to:

- Prioritize your products.
 - Create better visibility.
 - Advocate your brand.
 - Sell your products more effectively.
-



Reseller & VAR Programs

Goal: Strengthen Market Penetration

Use incentives within your supply-chain:

- Increase sales and profitability from resale.
- Build strategic partnerships with VARs.
- Enhance product knowledge and enthusiasm.

Learn More:

www.incentivesolutions.com