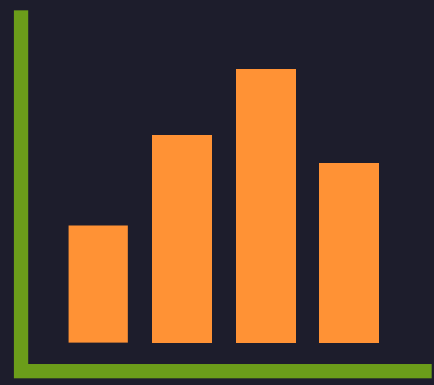


# ELEMENTS OF SUCCESSFUL SALES INCENTIVE PROGRAMS



## 44%

*overall increase in sales  
when a strong incentive  
structure is used*

## STRATEGY & STRUCTURE



## ENGAGEMENT & COMMUNICATION



## 80%

*of sales reps find  
gamification-based  
learning more effective*

## 3X

*more cost effective to use  
non-cash rewards when  
motivating sales teams*

## RECOGNITION & REWARDS



## MEASUREMENT & REPORTING



You need tools to track  
the following KPIs (and  
more!):

- Sales data
- ROI
- Customer engagement
- Training Quiz Performance
- Warranty Registrations

**BUILD YOUR INCENTIVE PROGRAM TODAY!**

See how we can help!

<https://www.incentivesolutions.com/incentive-programs/>