



# 100 Ways to **Motivate** Sales Teams.

**Improve** Sales Performance

 SalesScreen

[salescreen.com](https://salescreen.com)



# The Challenge

Creating new sales competitions and rewards to motivate teams should be a key part of any sales manager's job, but let's be honest... it's time consuming and can be difficult to constantly come up with new ideas.

Although research continuously proves the effectiveness of sales contests in boosting productivity and revenue, sales leaders rarely have the time to sit around and plan new ways to celebrate all of their teams' accomplishments. As a result, reps may feel like their hard work goes unnoticed, causing them to become disengaged or unmotivated to give 100% effort every day.

# The Solution

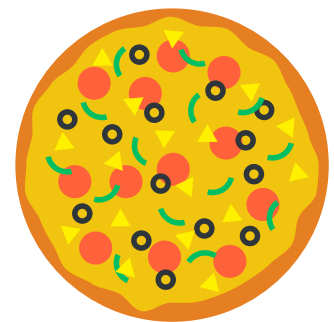
At SalesScreen, we strive to make sales fun, motivating and rewarding every single day. Our software was designed from the ground-up to give managers all of the tools they need to drive performance increases and boost motivation. Whether your goal is to stimulate friendly competition, bring teams together around an objective or instantly create fun sales contests for other reasons, we've got you covered.

We LOVE sales contests. So, we've decided to do more than just give you a way to easily run sales competitions. Here is a list of "100 inexpensive ideas to motivate your sales teams". Enjoy!

**...And don't forget to send us funny photos of your celebrations by using our social media links at the bottom. We promise to comment and share!**



1. Get a big foam hand and give them a high-five with it!
2. Gift certificate to a movie, restaurant, or sports store of their choice.
3. Let them bring their kids to work for a day.
4. Gather some awesome leads, print them on cards and tie them together with a golden bow for the winner to work with - Glengarry Glen Ross style!
5. Losing team washes winners cars.
6. Stock the office with their favorite healthy snacks.
7. Half-day off!
8. Let them leave work an hour early every day for a week.
9. Hang their favorite sports team's logos around the office.
10. Let them write their name on the "Winner Wall" with colored markers.
11. Pizza party!
12. Have the whole office sing them a love song.
13. Buy different colors of silly-string and let the teams have a silly-string fight in the Hallway.
14. Fill the water cooler with lemonade.



15. Have a Hawaiian Luau party!
16. Buy a pintata, fill it with their favorite candy, and let them take turns trying to knock it down, blindfolded.

17. Company paintball trip.

18. Set up indoor bowling in the office.

19. Make an indoor mini-golf course.

20. Play “What Does the Fox Say” and let the whole office dance around.

21. Bring in a package of mustaches from a costume shop and let the sales rep pick their mustache in order of who makes a sale first.

22. Winner gets their desk cleaned every morning.

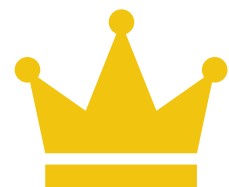
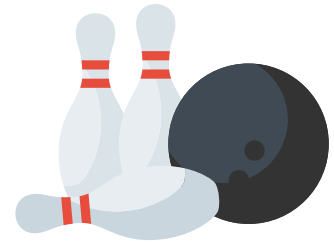
23. Put a basketball hoop on the door and have a shooting contest.

24. Have a graphic designer edit their profile photo on SalesScreen with a crown.

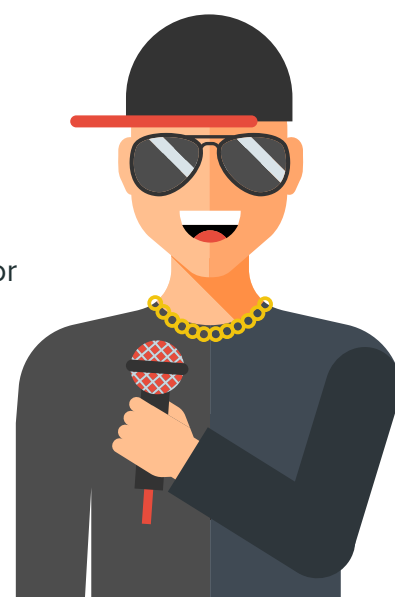
25. Have a “casual Friday” where everyone comes in wearing their most comfortable clothes.

26. Winner wears a crown and everyone must call them “Sales King” for a day.

27. Winner gets a 1 hour lunch Q&A session with the CEO.



28. Play their favorite sporting event in the office during work.
29. Signed baseball, football, basketball, or soccer ball from the whole team.
30. Lottery tickets or scratch-off cards.
31. Friday tacos!
32. Get to use the CEO's desk for the day.
33. Slow clap each time the winner walks into the room the day after the contest.
34. Top two get to have a Star-Wars swordfight with light sabers.
35. Winning team's funny quote posted on the refrigerator.
36. Winner can bring in any funny tie or t-shirt that the boss must wear for the day.
37. Winners get to choose next contest name. Hint: do something funny.
38. Losing team must give a puppet show.
39. CEO makes up a rap song about the winning team.
40. Feature the winner in a news article, blog, or PR campaign.
41. Winner gets to play their favorite iTunes or Spotify playlist for the day.



42. Put a VIP sign on their desk and a red carpet from the doorway to their chair.

43. Winner gets to bring their pet to work for a day.

44. Hang a hammock in the office that the winner gets to use for an hour.



45. Make funny jungle sounds anytime the winner walks into the room.

46. Paper airplane contest in the office. Who can fly theirs farthest?

47. Ice cream party!!!

48. Winner can attend any conference of their choice.

49. Bring a whole bunch of Nerf dart guns into the office and have a "Free for All" for 5 minutes every hour, on the hour.

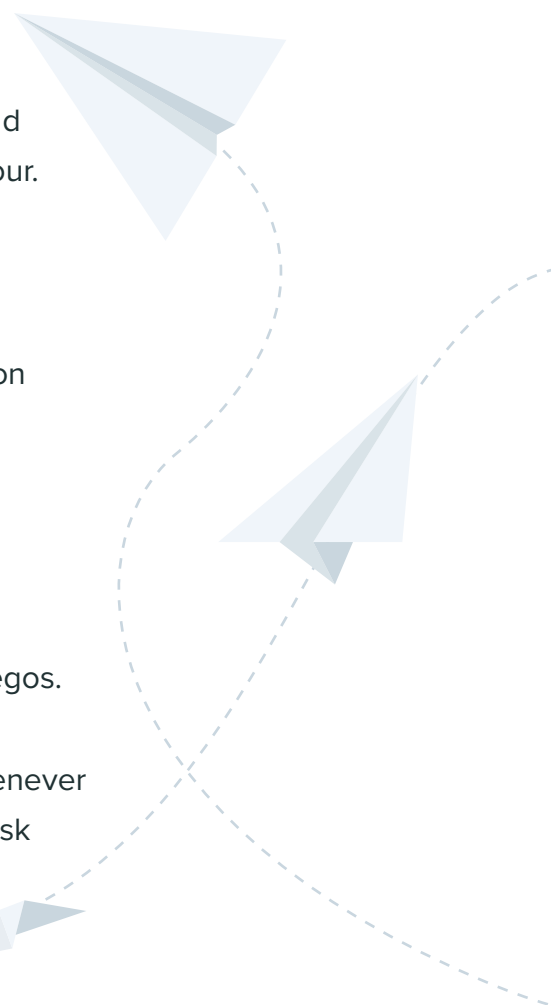
50. Let the winning team rearrange the desks in the office.

51. Create a trophy with the company mascot and place it on winner's desk.

52. All employees decorate lunch area with their children's artwork.

53. Winning team gets 1 hour to build a team trophy with Legos.

54. Have a special trophy that gets passed around and whenever a new sale is made, that rep gets the trophy on their desk until someone makes the next sale.



55. Bring squirt guns into the office and let your sales teams have a 1 minute water fight.

56. Winner gets to order any t-shirt they want under \$15 from a funny internet site like <http://www.snorgtees.com/>

57. Set a vacation trip as the reward for anyone who exceeds their budget by \_\_\_\_.

58. Winner gets a bottle of wine.

59. Spa package for sending \_\_\_\_ offers.

60. Winner gets to attend the advanced-education course of their choice for further development.

61. Throw a 1980s party.

62. Create a “Winner Wall” with fun team photos of the winning teams.

63. Have a laser tag or go-karts party for your employees.

64. Go mini-golfing.

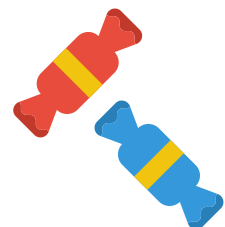
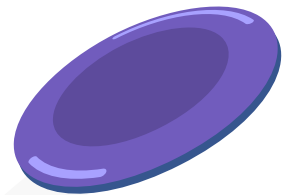
65. Take the rep’s favorite action figure and place it on their desk.

66. Winner gets to sit in a beanbag chair for 1 hour/day for the week.

67. Winner gets to pass off one project to another team member.



68. Winner gets to choose where to hold team meeting, like at a park or their favorite restaurant.
69. Create a special coffee mug that the winner gets to use and it sits right next to the coffee pot with their name on it.
70. Winner gets to wear slippers in the office.
71. Take the team out for a day of Frisbee golf... or regular golf.
72. Fresh breakfast on the winner's desk every day for a week.
73. Fill a room with board games that agents can play for 15min to stimulate motivation and collaboration.
74. Pay reps bonuses in monopoly money for completing sales and then have a small "store" open in the office where they can use the money for movies/popcorn/small gifts/extended breaks/their favorite candy/etc.
75. Winner gets to pick anyone of his choice to dance to "Kung Fu Fighting" by Carl Douglas.
76. Winner gets an elbow bump or fist bump from entire leadership team.
77. Leadership team puts on a skit for all sales teams.
78. Let Quarterly winners hold a webinar on a sales topic of their choice.
79. Bring foosball into the office. Every good sales office needs a foosball table.



**80.** Let the winner spend one day volunteering for the charity of their choice.

**81.** Take the whole team roller skating.

**82.** Buy a Frisbee and every time someone completes a sales call, they get to pass it to whoever they want to make the next call.

**83.** Buy the winner a piece of land on the moon from <https://www.lunarland.com/>.

**84.** Buy the winner a pair of footie pajamas of their choice from a website like <http://pajamacity.com/> and let them wear them around the office.

**85.** Decorate the winner's desk in wrapping paper, balloons, and streamers.

**86.** Celebrate a great first half with Christmas in June!

**87.** Have a raffle each week and place one ticket in the basket for each item sold. This is great because even team members with only one sale can win the raffle gift.

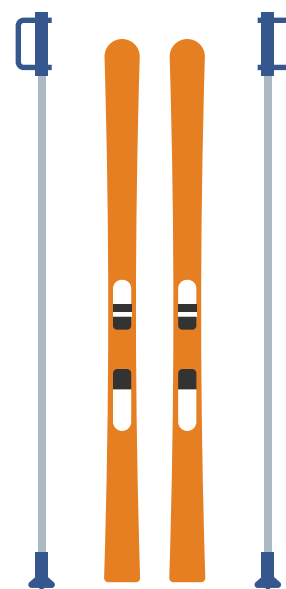
**88.** Pay the entry fee for a mud race to the winning team. Nothing builds even more teamwork like mud, sweat, and beers.

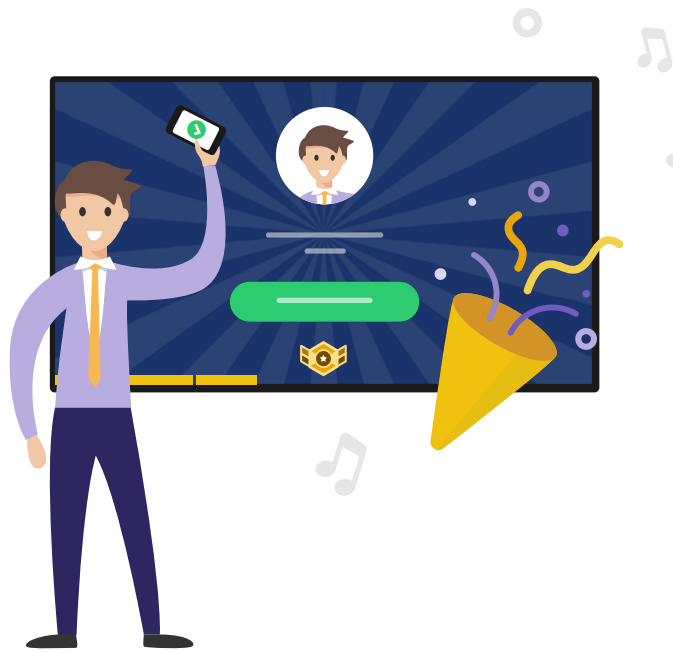
**89.** Buy a new pair of winter skis for the winner.

**90.** Take the whole team to a comedy show.



91. Start a Foosball League... and have bracket-style championships!
92. Put a videogame system in the office and top sales rep from previous day gets 30min to play.
93. Let the teams have a water balloon fight!
94. Luau style BBQ.
95. Buy a big bag of funny sunglasses and let everyone choose a pair
96. Winner gets to choose one new project of their choice to work on.
97. Winner gets to pass off one project to another team member.
98. Call the winner by their favorite superhero name for a week.
99. Loser gets to pick any mentor in the office to work with for an hour per day.
100. Winner's favorite beer on their desk Friday at 4pm.





**To learn more about what sales motivation software can do for you, schedule a demo today!**

Or visit our blog: [The Art of Sales](#)





[www.salescreen.com](http://www.salescreen.com)