

Trip to Cassis

All inclusive trip to Cassis!

✓ 1 remaining

500 000 



Bottle of Red Wine

Surprise a loved one by taking home a proper bottle of Red Wine

✓ 2 remaining

3 000 



Wireless Headset

Enjoy great music with a wireless headset

✓ 3 remaining

20 000 



Why SalesScreen Rewards

In almost every sales organization 20% of your reps are top performers, 60% are medium performers and 20% are struggling. Traditional rewards are difficult because there is no one-size-fits-all gift when you want to congratulate someone on a job well done.

With SalesScreen Rewards we've created a solution for this. You set up a webshop in SalesScreen, where each rep has contributed with ideas for prizes and gifts that motivate them.



Each gift costs a given amount of coins which they can earn through competitions and different milestones (budget /quota achieved, over exceeded goals, best sales rep of the Week, hit an activity target, beat a record, and so on). This way, there is an incentive for every task that leads your organization towards success.

You give everyone the ability to earn coins towards purchasing a gift that is meaningful to them. This gives the effect that it matters for each rep even if they do not finish in the top 3. By doing this, you actually motivate the 60% in the middle.



That's the goal of SalesScreen, motivate all of the participants. If you're working like this you can lift the 60% in the middle from 5-40% increases in productivity. That creates a great ROI!

How to get started



1. Click the purple gift icon in the top right of the web dashboard
2. Read: “**What is rewards?**” if this is your first time or click on “**Help**” in the Rewards dashboard if you already using Rewards
3. Figure out what employees/teammates like by having 1-1 chats
Remember, there is no “one-size fits all”. The more personalized you make the rewards that are available, the more motivating they will be.
4. Set how coins can be earned. How many coins for each milestone/event?
 - a. **Quantity** (ex: 20 sales in a amonth = 100 coins)
 - b. **Value** (ex: Sales over value X = 100 coins)
 - c. **Progression/quota** exceeded by x % (ex: exceeded their quota 20%)
5. Create a variety of price ranges for Rewards
 - a. We suggest having some inexpensive, medium and high-level options.
 - b. You can view our document “**100 Meaningful REWARDS Your Employees Will Love**” for ideas on how to set coin value.
6. Keep track of coins earned
 - a. View sidebar “**Coins**” to see list of how many coins have been earned.
 - b. Click a particular employee to see details on coins received.
7. Keep track of rewards purchased
When a reward is requested, you’ll be notified to approve the request.
8. CELEBRATE!!!
If someone has used their coins to request an item, make a big deal out of it, regardless of prize value or size! Celebrate the result of their great work by perhaps delivering the award during a Friday meeting and saying a few words about how much you appreciate their efforts.

Get started with

SalesScreen Rewards



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SALESSCREEN

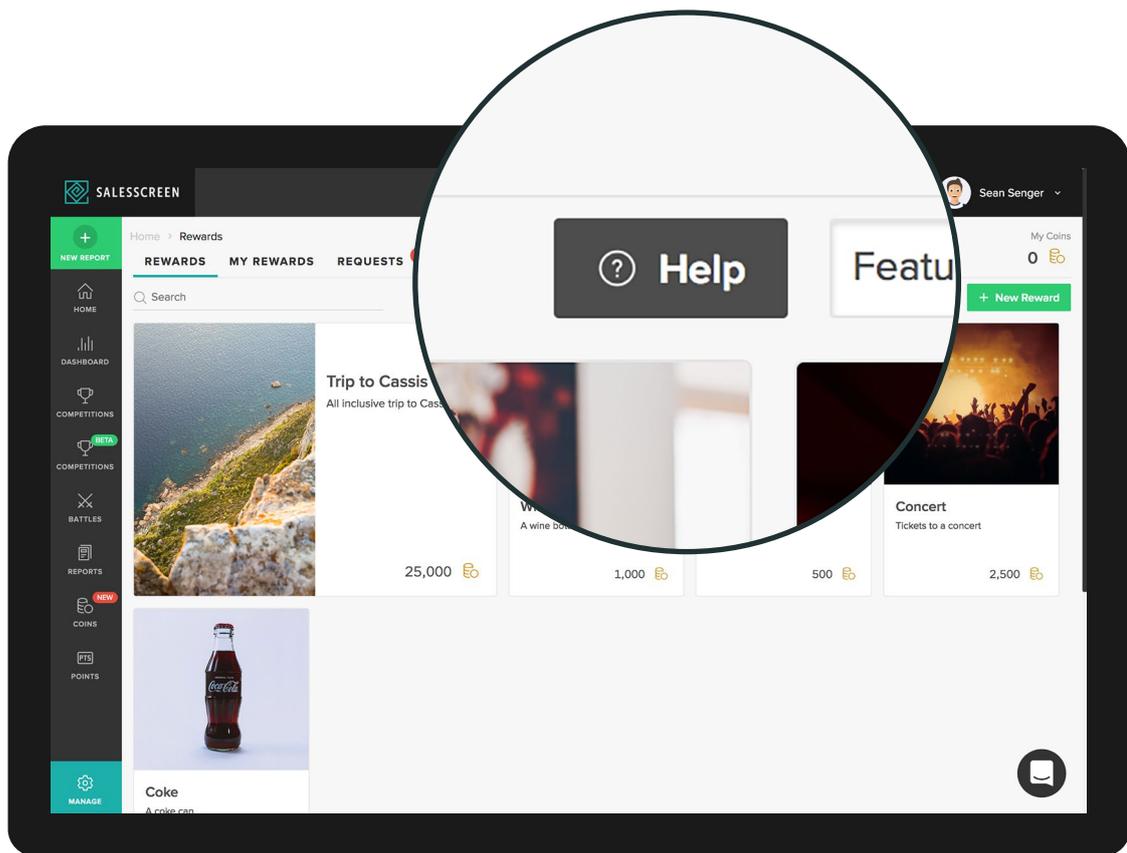
Improve Sales Performance

www.salescreen.com

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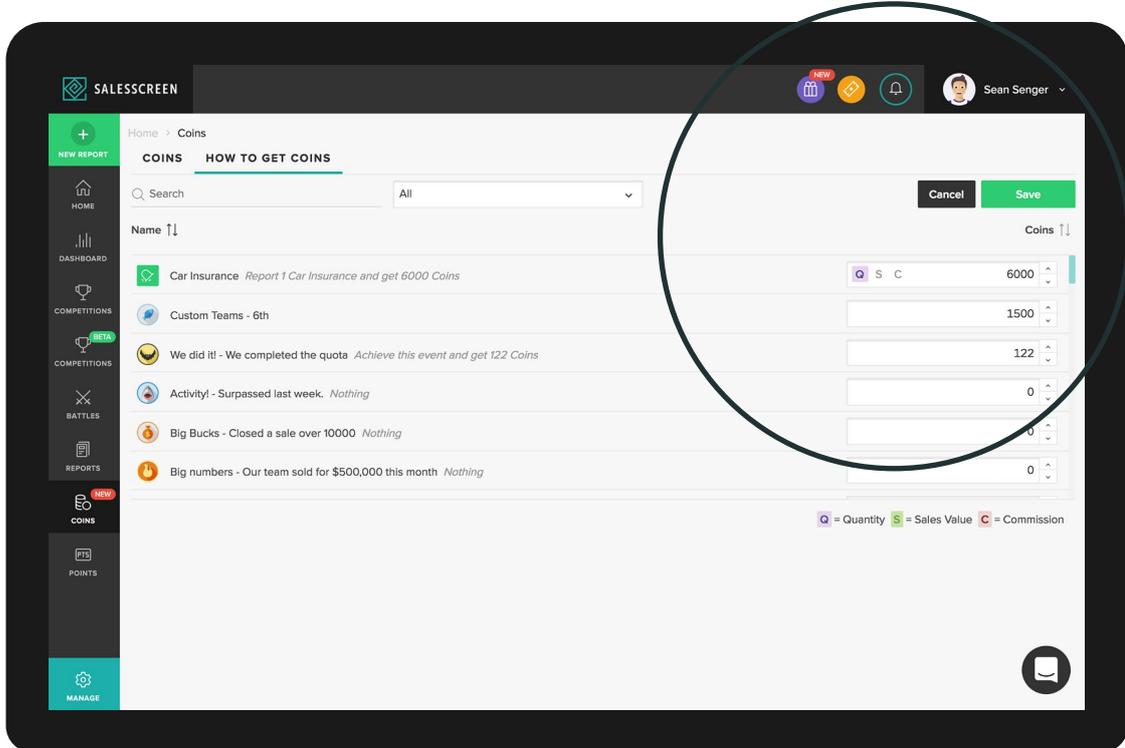
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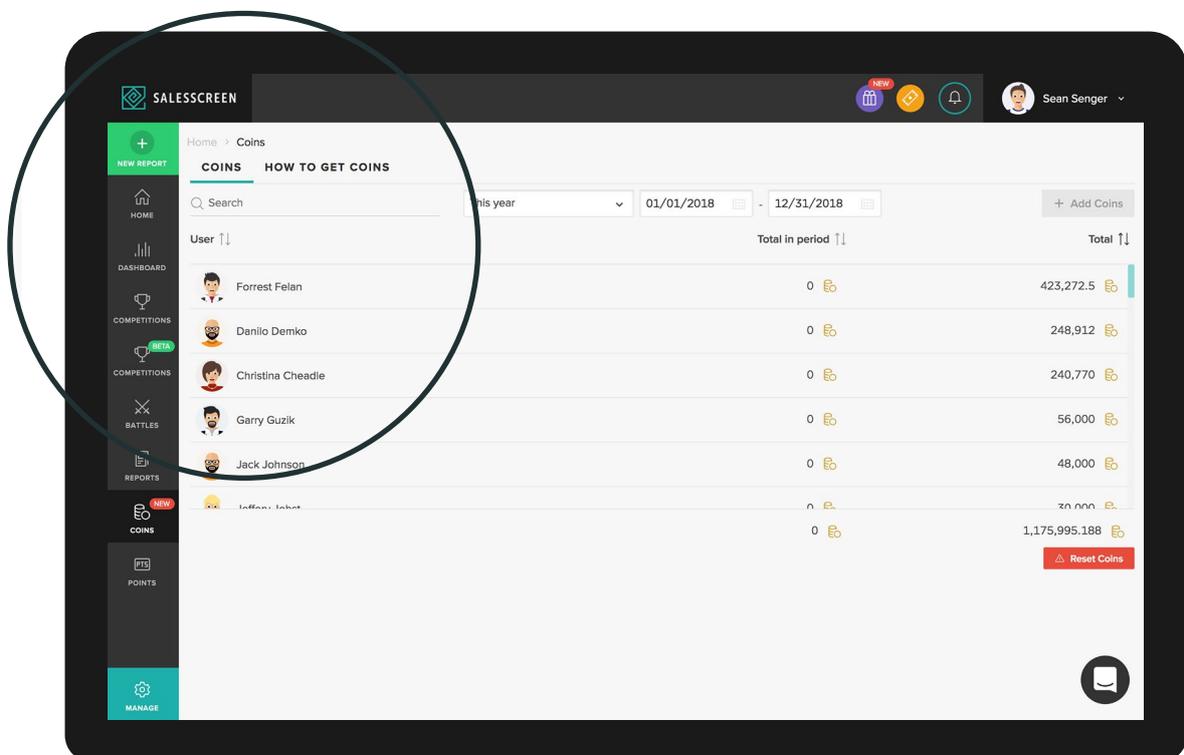
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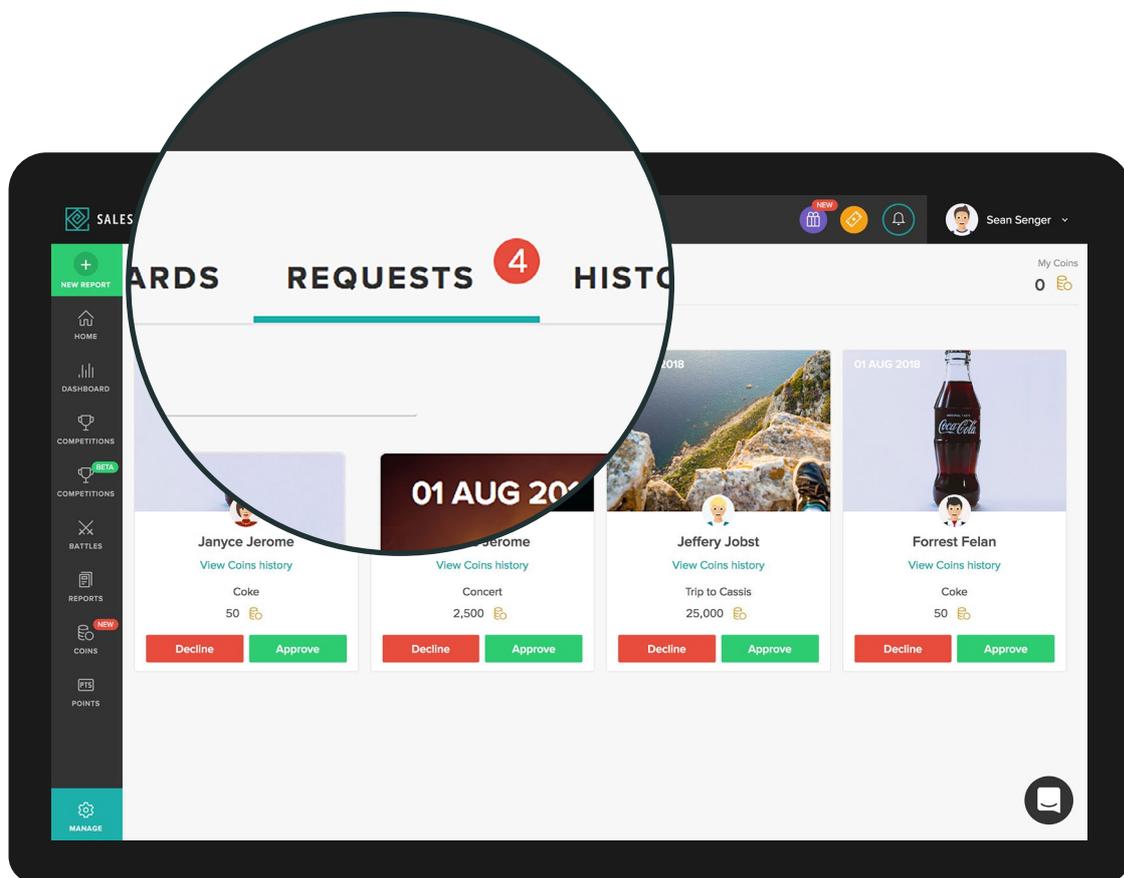
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