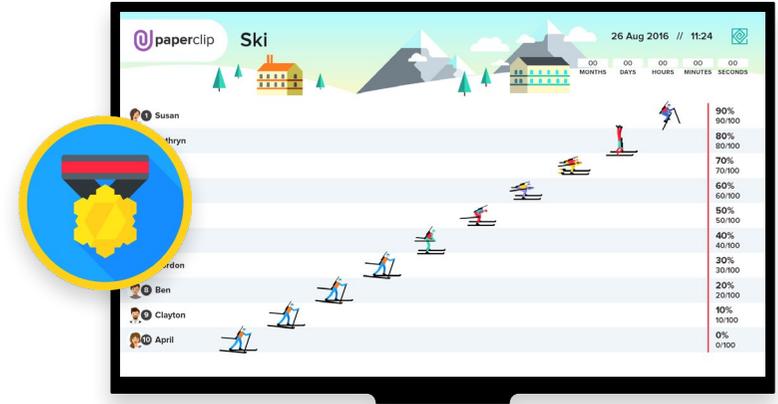


5 AMAZING WINTER SALES CONTESTS.



SKIING FOR SALES



GOAL

Bring in the most total revenue for a 2-week period

PRIZE

Winner gets a new pair of nordic skis or other winter-related gift valued around \$300



COMPETITION TEMPLATE

Team skiing competition



POINTS

One point per dollar, kroner, etc



DURATION

2 weeks



TEAMS

Individual



WINNERS

Individual with the most total revenue at the end of 2 weeks

HOLIDAY GIFT SWAP CONTEST



GOAL

Close more big deals before the end of Q4 by creating a Gift Swap competition to compete in order to open, steal or swap gifts

PRIZE

Use a few small gifts, some medium gifts and a big gift (ex. Playstation, new iPad, etc.) This way people will want to compete to win the big gift, and they will have to create more activities in order to steal or swap it away from a colleague. For more ideas visit our [Gift Swap guide](#) or [blog](#)



COMPETITION TEMPLATE

Gift swap



POINTS

Open one gift for each deal over a certain amount (125%+ of normal deal size)



DURATION

4 weeks



TEAMS

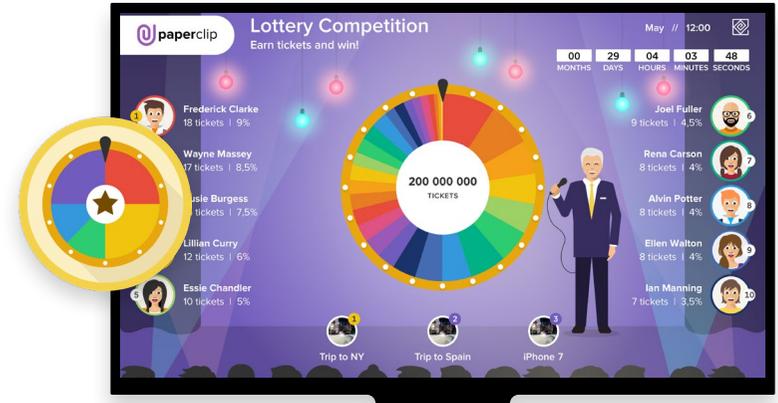
Individual



WINNERS

As many as you would like. This competition allows an unlimited number of people to receive one gift each

SPIN TO WIN



GOAL

Reconnect with old prospects before the close of the year to set up the opportunity to re-approach with an offer in January of the coming year



COMPETITION TEMPLATE

Lottery competition



POINTS

1 lottery ticket per each customer won back

PRIZE

Whatever you'd like to put on the wheel for your reps to spin for. Examples include: wine, chocolates, sports or movie tickets, lunch, company apparel, ipads, and anything else you would like to give away as a random prize



DURATION

1 week, prizes to be delivered before Christmas



TEAMS

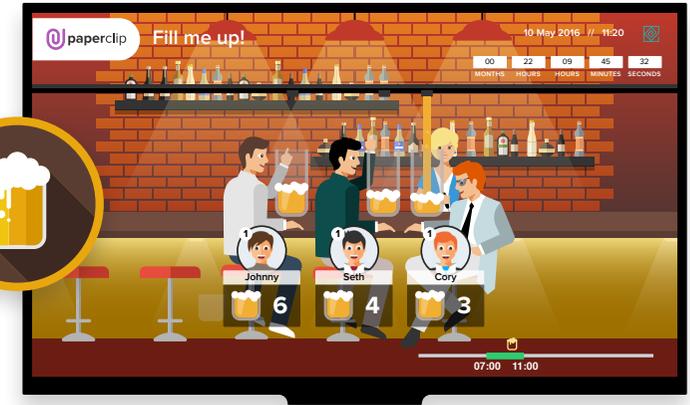
Individual



WINNERS

3 winners chosen at random by spinning the wheel (the more tickets, the higher chances of winning)

WHISKY WONDERLAND



GOAL

Increase the number of key activities (emails, phone calls, CRM entries, etc)

PRIZE

Christmas dinner and drinks with the top 5 winners (or however many you choose) to celebrate strong Q4 performance and get the energy flowing for a strong start to the new year



COMPETITION TEMPLATE

Trophy competition –
bar theme



POINTS

1 point for each
qualifying activity
completed



DURATION

1 week



TEAMS

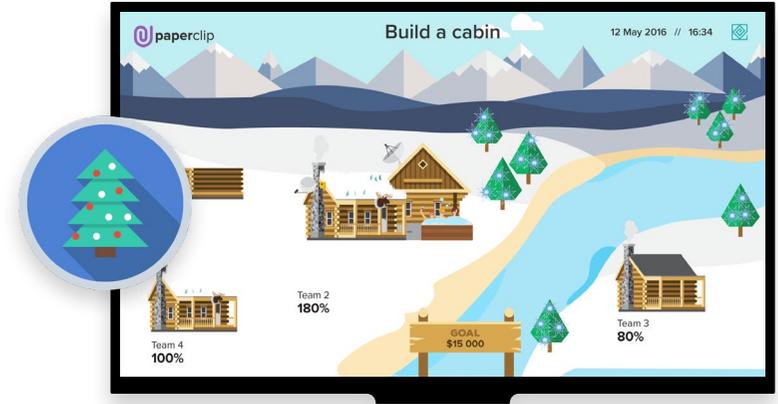
Individual



WINNERS

You select the total
number of winners.
Those with the most
“beer glasses” filled will
be the top placers in
this competition

CHRISTMAS AT THE CABIN



GOAL

Increase number of meetings booked across teams to ensure a filled pipeline for the start of the new year

PRIZE

Winners get to take off a day early for the holiday break. If it's within your budget, maybe rent a cabin to hold a fun team building weekend. Use this opportunity to celebrate a successful year together and conduct leadership development or skills coaching



COMPETITION TEMPLATE

Build a Cabin



POINTS

One point per meeting booked



DURATION

3 weeks



TEAMS

Split your teams up to allow for mentorship, coaching and team building



WINNERS

Team with the most total meetings booked at the end of 3 weeks