

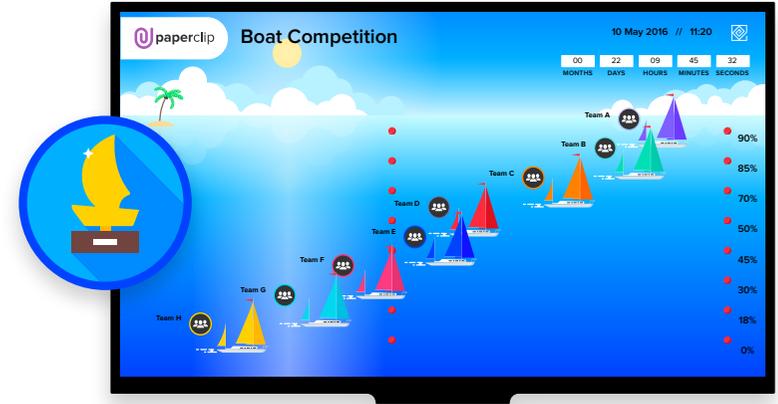
# 5 summer Sales Competitions

↑  
↑  
**16** pts  
Awarded

 SalesScreen



# SAILING FOR SALES



## GOAL

Close the most total revenue for the month

## PRIZE

Winners get their office decorated in summer style with inflatable palm trees and surf posters, get to wear Hawaiian shirts and enjoy a Luau-style lunch.



### COMPETITION TEMPLATE

Team sailing competition



### POINTS

One point per dollar, kroner, etc



### DURATION

One month



### TEAMS

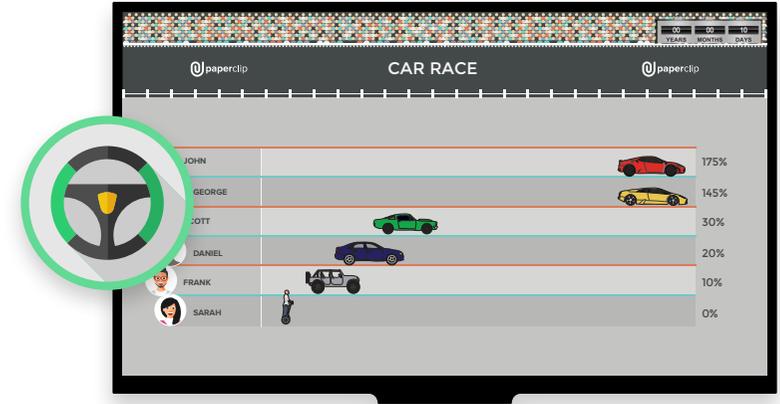
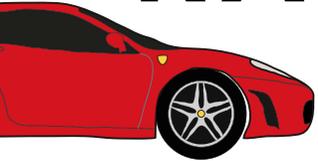
Team-based. Try to make it even. Encourage mentorship and coaching



### WINNERS

Team with the most total revenue at the end of the month

# A DAY AT THE RACES



## GOAL

Book more meetings (first-time, follow-up, closing, or all. You choose.)

## PRIZE

Take the winners out for a day at the race track! Whether it's race cars, rally cross, dirt bikes, horses, dogs, or something else the races are a great place to have tons of fun and build team spirit and great memories



### COMPETITION TEMPLATE

Horse race or car race



### POINTS

2 points for first-time,  
1 point for follow-up, 3  
points for closing



### DURATION

2 weeks



### TEAMS

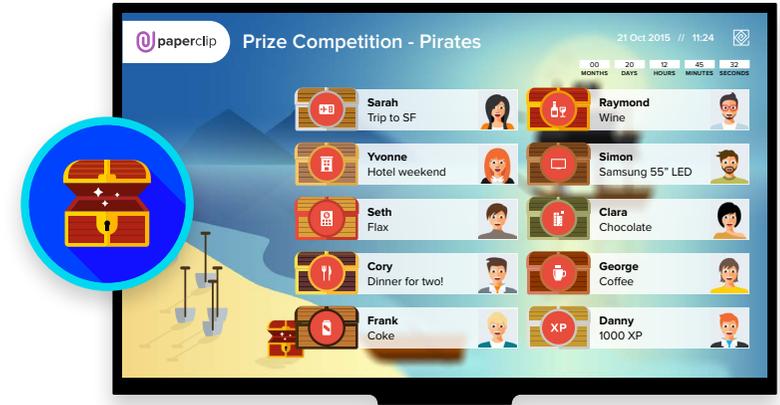
Individual



### WINNERS

Team with the most  
total revenue at the  
end of the month

# SUMMER TREASURE HUNT



## GOAL

Increase number of offers sent

## PRIZE

Whatever you'd like to put in the treasure chests for your reps to unlock . 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



### COMPETITION TEMPLATE

Pirate themed prize competition



### POINTS

1 offer required to pick or swap a gift



### DURATION

3 weeks. Gifts to be delivered to winners during week 4



### TEAMS

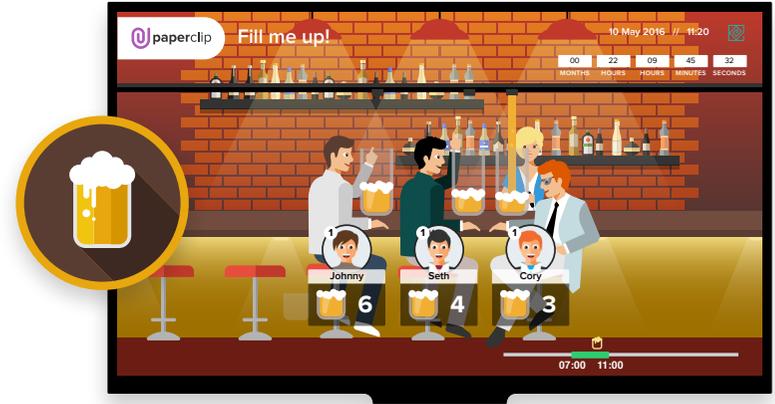
Individual



### WINNERS

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

# BEERS AND BBQ



## GOAL

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

## PRIZE

Company BBQ or beers after work



### COMPETITION TEMPLATE

Trophy competition –  
bar theme



### POINTS

1 point for each  
qualifying activity  
completed



### DURATION

1 week



### TEAMS

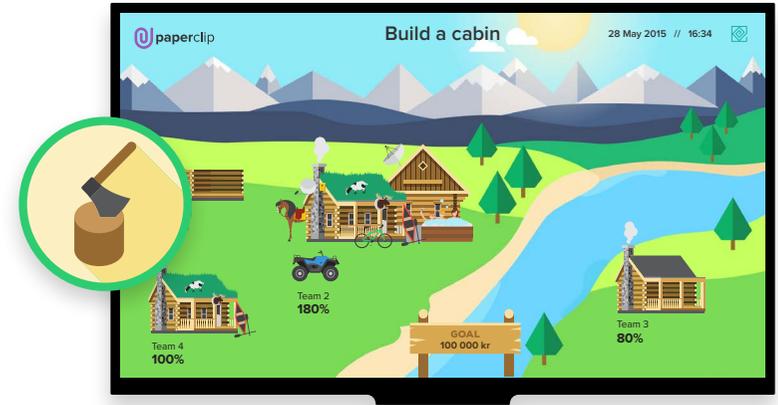
Individual



### WINNERS

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

# CABIN WEEKEND



## GOAL

Increase number of meetings booked across teams

## PRIZE

Winners get Friday off work for a long weekend. If it's within your budget, maybe rent a cabin or create a fun camping trip for the winning team. Use this opportunity to create team building exercises, leadership development or skills coaching



### COMPETITION TEMPLATE

Build a Cabin



### POINTS

One point per meeting booked



### DURATION

2 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 2 weeks