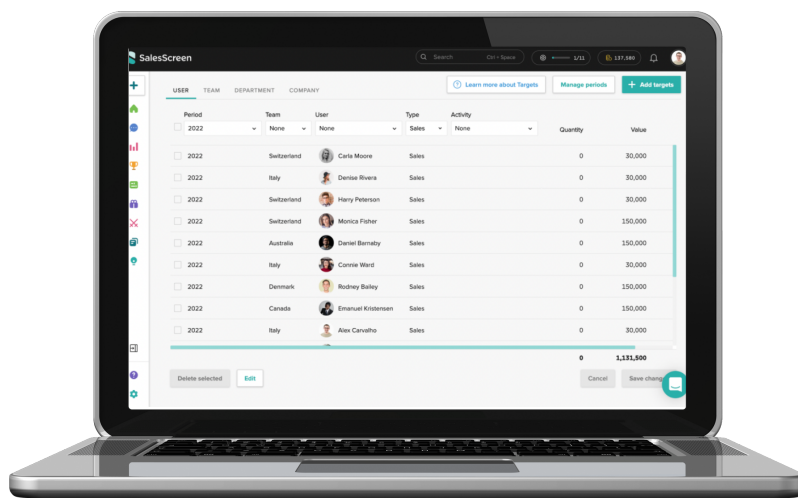


## FOUR COMPETITIONS TO LEVEL THE PLAYING FIELD

Set the entire team up for success by leveraging competitions that anyone can win.



Your top sellers are always going to hit their goals which means they're set up to win the top prizes in every competition. While this isn't a bad deal for your best sellers, it doesn't do much to motivate your middle 60% into working any harder.

By utilizing different competitions you can customize targets based on a seller's experience or tenure, configure custom teams with a mix of strengths and experience, or assign point values to each activity to allow everyone to win regardless of if they are closing deals - you can level the playing field for your whole team and make every player feel like a winner. Plus, with competitions like Lottery, and Gift Swap, that bring a little luck into the mix, anyone *can* be a winner!

## COMPETITIONS

### Targets

Custom create targets that fit with the goals, and skill level of each team member - new hires won't hit targets at the same rate as seasoned pros, so make their targets something they can hit.

### Points

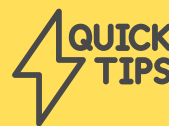
Determine the value of each activity by assigning different points to each one - even the most junior seller can win if they complete the most top-of-funnel tasks

### Average

Create custom teams, mix your best players with your stragglers and have each team compete - the team with the highest averages takes the prize.

### Lottery

Sales isn't all skill, sometimes you need a bit of luck, too - our Lottery competition introduces the element of chance and gives anyone the opportunity to win a prize. Top contributors are set up for success but as long as you hold one single ticket - you still have the chance to win.



*These competitions are great for onboarding new hires! Creating custom teams lets you pair up seasoned sellers with newbies and points values for activities lets new team members know what activities they need to focus on. It's also a great way to foster camaraderie and get them quickly acclimated to their new team!*