



SALES INCENTIVES

Working together to
bring the best from your
sales team



Profit Focus Incentives Sales Generator Italy Management Training Techniques Superb Hospitality Team Quiz National Treasure Hunts Team Building Golf Days Business Focus

All sales staff respond to an incentive and as much as you may disagree with this culture you will find that a properly structured sales incentive programme will be paid for out of the increased profits made during the campaign. Therefore this really is a no brainer and we have some great ideas for incentives for your next campaign. In addition, through a third party partner, we have access to a tried and tested range of highly successful sales training techniques and programmes.

A recent sales incentive scheme saw a direct sales company take its top 10 UK sales staff, plus partners, to Gubbio in Italy on a 4-day event. Staying in a converted 16th century monastery in the medieval hill town, indulging in the superb hospitality and competing in a full days Italian Job treasure hunt the winners enjoyed the fruits of their labours. The national sales director was also over the moon, not just with the event planning and organisation but also by the massive boost to sales in the build up to the final event but as importantly the enthusiasm shown by the winners to continue to sell on their return so as to win again next year!

Whether it's just the actual end incentive event you require or assistance in setting up the entire programme including qualifying procedures then give us a call. We have a wide range of incentives to offer to suit a wide range of budgets and tastes both in the UK and worldwide.

At Computeach International Ltd, we recognised the importance of putting in place a dynamic incentive for the Sales Force that would motivate and inspire them to achieve greater performance levels. We approached D&S Events with a vague idea of what we wanted and they produced the 'Italian Job'. It had all the ingredients we needed to ensure the award winners were able to mix top class luxury with an exciting competition and at the same time enjoying the Italian culture. Seeing the teams driving their Lancia's with corporate branding through the tiny streets of Assisi was an impressive sight. A first class incentive for the best sales people.

Simon Ricketts, Computeach International Ltd.



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