



## INSIDE SALES INCENTIVE CONTEST PROGRAM

# \$26,000 IN PRIZES!

### What's this all about?

Beacon Funding is committed to fostering a high energy, competitive sales environment. In an effort to drive engagement, incentivize, and reward Inside Sales Representatives on a frequent basis, weekly contests will be held.



### What are the contest rules?

- Contest will be held weekly.
- To qualify, you must finish in the top 10 spots of a particular sales metric, sales variable, or sales category as defined by management for that week.
- The contest period for results to count toward the weekly contest begins each Thursday at 12:01am to the following Thursday at 11:59pm local.
- The #1 qualifier will be awarded \$100 automatically.
- The remaining 9 qualifiers will be defined as the “finalists” and are eligible to win the remaining (4) \$100 weekly incentives.

### How do the finalists potentially win the final four \$100 incentives?

- (4) unique winners will be selected at random from the (9) “finalists”.
- “Finalists” are eligible to win only (1) of the \$100 weekly incentives.
- Winners will be selected at 4:00pm on the Friday following the end of the weekly contest.

### Additional rules

- Any ties for the top 10 qualified spots will be broken by the following metrics in the order shown. Starting with the first metric listed below and continuing until the tie is broken:
  1. Highest Active Time
  2. Highest Dial Hours
  3. Lowest Call to Opportunity Ratio
  4. Highest Number of Opportunities
- At its sole discretion, Beacon’s management team reserves the right to add to/amend/or terminate this Sales Incentive Program. All contest results are final. Resolution of potential program disputes will be resolved by Beacon’s management team.
- To qualify for these incentives, you must average 6.5 hours of Active Time per day worked during the contest period which will include time worked on a weekend.
- To be eligible for an incentive award, an inside sales professional must be an employee in good-standing on the award date.