

SALES FORCE EXP

EXTRA PERFORMANCE

Training/Incentives/Meetings for Sales Team Leaders

*Let's meet at
Frank's*

A sales meeting at Sinatra's Palm Springs pad is a one-way ticket to Flipsville

Plus, get the skinny on 5 other unique off-site options

Last-Minute Business Gift IdeasPage 22

Rating Sales TrainersPage 26



NOVEMBER/DECEMBER 2006 \$10

www.salesforceexp.com

Last-Minute Business Gifts

Experience the Decadence

Celebrate a year of good business and great work with the Chocolate Decadence Basket from Godiva Chocolatier. It's a magnificent way to offer a seasonal thought or a thank you. For more details, circle (275) on the FastFax form at the back of this issue, or call Godiva Corporate Sales at 866-888-6095.



Stylish Supplies

Tumi's Modernist Accessories Letter Pad (Style #1779) is crafted from signature full-grain Napa leather. The 13x10¹/₂-inch pad features turned-edge construction, a premium-quality notepad, a pen sleeve and three card/note pockets. For more information on this and other Tumi gift ideas, circle (277) on the FastFax form at the back of this issue, or call Mike Landry at 800-669-3181.



Holiday Patchwork Duffel

This large, vibrant duffel with an adjustable strap is perfect for the holiday party season. It looks great and holds all of a hard-working saleswoman's work and evening necessities. For more details, circle (293) on the FastFax form at the back of this issue, or call Coach at 800-356-0301.



Holiday Memory

The Victorinox® SwissMemory™ and SwissMemory™ Flight, great business gift ideas, are now available in a 1 gigabyte version. These tiny tools are high-performance portable data storage devices, which provide a convenient way to transport pictures, music and data from home to office. Swiss Army also offers pre-loading of files for clients – a great way for companies to distribute presentations, handouts and documents at meetings or to a sales force. Imprinting is available on all models. For more details, circle (274) on the FastFax form at the back of this issue, or contact Swiss Army Brands at 800-243-4066.



Sinfully Delicious

Omaha Steaks' Steak & Cake combination (Item #4304) is a tasteful pairing of four 5-ounce Filet Mignons & one 6-inch New York Cheesecake for \$44.99. Or let your recipients choose from the delectable gourmet food selections with an Omaha Steaks gift certificate.

For more details, circle (276) on the FastFax form at the back of this issue, or call Bob Henthorne at Omaha Steaks (www.osincentives.com/gifts), 800-228-2480, Ext. 8377.



Business Not As Usual

This handcrafted business card holder from the Milano Collection by Jack Georges® makes a great business gift that's also affordable. It's made from Italian leather that's durable and scratch-resistant. The practical yet sophisticated-looking accessory is a gift that can be used for years to come.

For more details, circle (273) on the FastFax form at the back of this issue, or call Top Brands Inc. (www.top-brands.com) at 800-431-2121 (or e-mail sales@top-brands.com).



www.salesforcexp.com



Homerun Hitter

Whether you want to strengthen client relationships, promote a new product, build brand awareness, or recognize top sales reps, the GiftBat says it all. GiftBats, Inc. uses a proprietary design process that captures your identity and is completely personalized and customized with your information. For more details, circle (270) on the FastFax form at the back of this issue, or call Michael Edge of GiftBats (www.giftbats.com) at 270-686-7184. Ph: 866-245-1071



Private Label

Winesource.com makes it easy to put your favorite image on exceptional wine for gifts that impress. Proprietary online software lets you upload an image and add a message to a top-quality bottle of wine in less than one minute. You design the label, the winery prints it, puts it on the bottle, and ships it direct to you or your recipients. No minimums required. Use discount code SFXP01 to receive 15% off any order before Dec. 10. For more details, circle (269) on the FastFax form at the back of this issue, or call Mitchell Schwartz of Winesource (www.winesource.com) at 800-481-0242.

Last-Minute Business Gifts:

Gift Cards

Gift Cards are shedding the “impersonal” image, according to the GIFT Network, a knowledge and networking service for companies that use and/or offer gift cards. In fact, for those who have saddled themselves with a last-minute gift-giving decision, gift cards may provide a Great Escape. Most times, the gift giver knows enough about individual recipients to determine which card makes the most sense. We'll kick-start your decision making with some ideas.



In The Books

This season, the perfect card makes the perfect present for your customers and employees. A Barnes & Noble Gift Card lets them find what *they* want – books, music, movies, and more (including treats from the café) – at the world's largest bookseller. For more details, circle (278) on the FastFax form at the back of this issue, or call Heather Abbott of Barnes & Noble Gift Cards (www.bngiftcards.com) at 866-823-6304.

Soothing Certificate

Spa Finder Gift Certificates are a great holiday gift for top-performing salespeople, sales support staff or key clients. Accepted at thousands of spas around the world, they are great to tuck into thank-you notes to important vendors as well. For more information, circle (299) on the FastFax form at the back of this issue, or call Laura Campbell of the Spa Finder Gift Certificate Division at 212-716-1209.



Their Stomach Is A Way To Your Heart

Panera Bread restaurants deliver a casual dining environment that's great for both business and pleasure. Panera gift cards are available in a variety of price points suitable for any budget, starting as low as \$2 per card. Panera offers a volume discount on qualifying orders, shipment within 24 hours of receipt of payment, and provides complimentary two-day shipping on all bulk gift card orders. For more information, circle (296) on the FastFax form at the back of this issue, or contact Anita Hall at 210-490-0470.



Fishing For A Good Gift?

Gorton's Fresh Seafood gift certificate sets are a last-minute gift idea that delivers an off-the-charts “wow” factor to the recipient. They are customizable, available in a variety of denominations, and can include a silver-plated lobster claw bottle opener or a distinctive Wish Pearl. For more information, circle (295) on the FastFax form at the back of this issue, or contact Anita Hall at 210-490-0470.

Office Help

Staples is partnering with GiftMyWay to deliver personalized greeting card and music CD choices in conjunction with the Staples gift card. With a gift card from Staples, recipients can choose from thousands of great products for home, school and office available in our more than 1,250 U.S. retail stores. Volume discounts and quick turnaround times make business gifting easy! For more information, circle (279) on the FastFax form at the back of this issue, or call Staples at 866-755-9938 (or e-mail corporateincentives@staples.com).

