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What's Next?

Business futurist Watts Wacker discusses what sales teams will need to succeed.....Page 24

Watts Wacker
CEO, Futurist
FirstMatter LLC

Satellite Home Theater System

Your top performers can transform any space into a modern, high-fidelity home theater with Sony's incredibly small DAV-IS10 5.1-channel home theater system, providing powerful sound from elegantly designed golf ball-sized speakers. The system includes five satellite speakers and a unique subwoofer with proprietary digital sound processing (DSP) creating great sound and allowing flexible room placement. The system's iPod® cradle offers the ability to charge, control and play back stored music through the micro system. *For more information, circle (102) on the FastFax form at the back of this issue, or call Sony Premium and Incentive Sales (www.motivation.sony.com) at 800-833-6302.*



Movado Series 800™

The Series 800™ new sport elegant timepiece by Movado is highlighted by a white mother-of-pearl dial detailed by 10 brilliant diamond markers. A Performance Steel™ bracelet adds elegance. Water-resistant to 20 atm with a screw-down case-back and crown. Sapphire crystal. Quartz precise. *For more information, circle (114) on the FastFax form at the back of this issue or contact Joe Zanone of Movado Group, Inc. (www.movadoincentives.com) at 201-267-8182.*



High Impact, Low Cost

Marriott Individual Incentives non-stay coupons allow a recipient to experience a fabulous Marriott spa, golf course or restaurant at locations around the world. Best of all, the perceived value is much greater than the actual cost. Awards can be tailored to accommodate any budget and any number of nights. *For more information, circle (115) on the FastFax form at the back of this issue or call Marriott Individual Incentive Awards (www.marriott.com/incentives) at 800-835-7754.*

Road Worthy

These stylish passport covers from Jack Georges® covers are crafted from scratch-resistant Italian leather. Nine colors to choose from. Reward your top performers with a touch of color and fun for a job well done. *For more information, circle (112) on the FastFax form at the back of this issue, or contact Top Brands Inc. (www.top-brands.com) at 800-431-2127 (or e-mail sales@top-brands.com).*



Good Idea

Bake Me A Wish! has a great gift for your incentive and rewards program. Their gourmet cakes include an imported Belgian chocolate plaque, personalized greeting card and gift box. Occasions range from "Happy Birthday" to "Season's Greetings" to "Congratulations" and more!

For more information, circle (132) on the FastFax form at the back of this issue, or call Scott Feinman of Bake Me A Wish! (www.BakeMeAWish.com) at 212-888-7840.



Give Them More Friday's

T.G.I. Friday's, one of the first American casual dining chains, offers a unique dining experience that has become the favorite pastime of millions worldwide. T.G.I. Friday's gift cards are redeemable at nearly 600 stores within the U.S. and have no expiration dates or fees. For more information on using them in your next employee recognition program, promotion or as business gifts, circle (128) on the FastFax form at the back of this issue or call Mike Fern at 972-662-4835, or visit www.fridays.com.



www.salesforcexp.com



Sometimes Applause Just Isn't Enough

Fairmont Hotels & Resorts and Raffles Hotels & Resorts proudly present Ovation Rewards, an individual incentive program designed for those seeking unique travel awards. Superbly flexible, Ovation Rewards grant exclusive access to worldwide destinations and experiences that will long be cherished. For more information, circle (131) on the FastFax Form at the back of this issue, or call 866-840-8499 or visit www.fairmont.com/ovationrewards.



Glass Handicrafts

Kosta Boda's famed Anna Ehrner has created some of the most cherished designs in the long history of the brand. For a limited time, Kosta Boda is offering four different color patterns of Anna's classic Atoll (medium) bowls and four variations of her Cool Moon mini votives at a special corporate discount. Both designs add color and wonder to table settings and make unique business gifts. Offer good through December 31. For more information on Orrefors and Kosta Boda, circle (133) on the FastFax Form at the back of this issue, call 800-433-4167, Ext. 1228 or e-mail corporatesales@okbusa.com



Give Hollywood for the Holidays

Everyone loves movies. A Hollywood Video® gift card is an ideal reward for the superstars on your list. Good for movies, munchies, games and more, Hollywood gift cards are welcome at more than 2,000 stores nationwide. Bulk discounts available. *For more information, circle 126 on the FastFax form at the back of this issue, or call 866-452-4438 (or e-mail GiveHollywood@hlyw.com).*



Snack Basket for the Whole Gang

Treat the team with this basket of treats. Includes: Peanut brittle, caramel chocolate squares, chocolate sweet sticks, vanilla biscotti, crackers, cheese, chocolate bites, almonds, amaretto cookies, and a chocolate bar. *For more information, circle 130 on the FastFax form at the back of this issue or contact Steve Korman of Delightful Deliveries (www.DelightfulDeliveries.com) at 866-693-3544.*



Hitachi Hybrid DZHS300A Hybrid Camcorder

The Hitachi Hybrid (Model DZH300A), world's first hybrid camcorder, offers the convenience of DVD plus the capacity of HDD. The 8GB hard drive lets users record three hours in the highest quality. Home video aficionados can edit and make DVD copies right on the Hitachi Hybrid, or if a hard drive is full, they can back it up or record new footage to DVD. *For more information on this and other brand-name consumer electronics that can be used in incentive programs, circle 123 on the FastFax form at the back of this issue, or call Eric Anderson of PMC (www.pmcusa.com) at 262-743-2095, Ext. 108.*



Incentive and Recognition Platform

Quality Incentive Company's Incentrac platform is a third-generation application designed to work in tandem with QIC's proprietary i-Planner™ and produces stellar results via its easy-to-use interface. Need a platform that can accommodate multiple organizational tiers? Have a rules structure with different KPI's for multiple departments or business units? Want to drill down from top management to individual participants? No Problem! Incentrac was developed as a scalable platform to accommodate these needs and more. From the simple to the complex, Incentrac is the perfect solution. *For more information, circle 127 on the FastFax form at the back of this issue, or contact Jeff Sheridan of Quality Incentive Company (www.goqic.com) at 901-367-8235 (or e-mail sales@goqic.com).*