

SALESFORCEXP

XTRA PERFORMANCE

Training/Incentives/Meetings for Sales Team Leaders

The Perfect Storm:

Real leaders don't hunker down and wait things out
page 20

Less stress,
more success
page 6

Are you eliminating an
MVrP
(Most Valuable Revenue Producer)? page 18

Stop paying retail for incentives!
Incentive Merchandise Suppliers Directory...
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Shipshape Sales Incentives

Whether your top sales producers rev up their weekends participating in a favorite activity or relax and watch the home team with friends, these incentives are a sure way to drive performance.



Atomic Foosball

The Atomic AS2 Foosball Table explodes onto the Foosball market with the patent-pending HammerHead™ player, which will expand the players' options beyond anything else available today. Weighing in at a solid 310 pounds, the Atomic's craftsmanship, durability, stability and overall quality rivals that of any higher-priced competitor. For more details, circle (207) on the FastFax form at the back of this issue, or call Gloria French of Escalade Sports (escaladesports.com) at 877-467-4495.

Stearns Samoa™ Paddleboard

Stand-up paddle boarding is an increasingly popular way to experience the water. Great for lakes and the ocean, this board is easy to use and allows users of any skill level to be comfortable and enjoy a stable ride. Features include an extremely rigid drop-stitch floor, a large EVA foot pad for grip and comfort, a carry handle, stainless-steel D-rings for securing cargo up to 10 pounds, a 4-inch rocker to prevent curling and improve performance, and a handy backpack style bag for easy transport. For more details, circle (203) on the FastFax form at the back of this issue or call Coleman/Stearns Special Markets at 316-832-2694.





Motivate Your Champions

Nike Gift Cards are ideal for: corporate wellness programs, employee incentives, achievement rewards, and client gifts. Redeem at NIKETOWN, NikeFactoryStores, NikeWomen, Nike store locations and NikeStore.com. Nike Gift Cards may also be used at NIKEiD.com, where you can create individually customized shoes, apparel, equipment and other exclusive products. Corporate discounting available. *For more details, circle (204) on the FastFax form at the back of this issue or call 877-220-6453.*

Garmin nüvi 265WT

This widescreen navigator takes you there with preloaded maps and turn-by-turn directions that call out streets by name. Touch the color screen to easily look up addresses and services. nüvi 265WT accepts custom points of interest and comes with lifetime traffic. For hands-free calling, nüvi 265WT integrates Bluetooth® wireless technology with a built-in microphone and speaker. It includes many travel tools including JPEG picture viewer, world travel clock, automatic time zone transition, currency converter, calculator and more. *For more information, circle (202) on the FastFax form at the back of this issue, or contact Eric Anderson of PMC (pmcusa.com), at 262-743-2095, Ext. 108, or e-mail eric@pmcusa.com.*



All Pro Tailgate Package

Your top performers love to let go on the weekends and the All Pro Tailgate Package from Top Brands has everything they'll need for the big games. The kit includes two travel chairs with storage bags, a 38-can picnic basket cooler, a Char-Broil gas tabletop grill, a slatted camping table, an 18-piece barbecue set, a deluxe insulated picnic pack for two and a barbecue grilling mitt. *For details, circle (200) on the FastFax form at the back of this issue, or call Top Brands Inc. (top-brands.com) at 800-431-2127 (or e-mail sales@top-brands.com).*