

PRESIDENT'S CLUB

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WHAT IS PRESIDENT'S CLUB?

PRESIDENT'S CLUB IS A PRESTIGIOUS AWARD that recognizes top salespeople for overachievement of their goals and quotas. As we all know, sales is not for the faint of heart, but perks like the iSolved Network President's Club ensure those who go the distance get the recognition and experience they deserve for their hard work.

As a service bureau owner or sales manager, we know you want to celebrate the success of your reps, watch them accomplish their goals, and see your business reach its revenue objectives. That's what this unique incentive trip is all about.

PRESIDENT'S CLUB IS AN UNBELIEVABLE TRIP, certainly for the luxury of the 5-star experience, but more importantly for the opportunity to clink glasses with some of the best and brightest in the HCM industry. More than a trip, our President's Club is intended to be an unparalleled experience worthy of the top producers of the most elite service bureaus in the market. The experience is intended to reward the dedication and effort of your top producers.

Why should my service bureau participate in the iSolved President's Club event?

Incentive trips not only **HELP YOU MEET YOUR BUSINESS REVENUE GOALS**, but they also excite and inspire your sales employees. However, most service bureau owners don't have the resources, time, personnel, budget or expertise to implement a fully custom, 5-star incentive program as part of their business endeavors. Unfortunately, most incentive trips don't live up to the hopes and dreams of the creators.

The iSolved Network has built a President's Club program that is custom to our shared revenue growth goals and offers many unique celebrations to highlight and honor the participants' successes. All sales employees respond to encouragement and rewards differently. This is why it is important that the iSolved Network President's Club incorporates many different components. We also allow each service bureau to set their own qualifications! The best programs are the ones that push your employees without discouraging them and motivate them without burning them out.

The iSolved Network has planned an amazing trip that will appeal to your sales team and motivate them to become top performers. And, because we are committed to investing in your sales growth, we keep the program cost low so that more partners can be included and you can send more of your overachievers. Ultimately, high employee participation and enthusiasm means the highest results for your service bureau.

How do I ensure my investment in President's Club motivates my sales team to produce more?

WE'LL GIVE YOU LOTS OF FUN KITS throughout the year to keep the motivation strong! We want to continually push the imagery of the experience out to the front lines of your sales force so they stay energized to remain on top. But you can also help with this effort by using the following best practices.

KEEPING IT REAL TIME: To get reps to go above and beyond for the competition, share real-time results on a leaderboard, whether it's electronic or an old-school version in the office. We can help you produce a leaderboard!

AWARDING INCENTIVES ALONG THE WAY: We'll provide some fun items that can be used throughout the year to keep your reps focused.

GIVING RECOGNITION: Don't wait for the winners to be announced, but offer continual recognition for a job well done.

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