

Incentives for Producers in the Chamber's Campaign 2007

About Campaign 2007 Rewards

The Greater Wilmington Chamber of Commerce will recognize all producers for their work in the Sustainable Resource Development Campaign.

- The **weekly Campaign newsletter** will list every volunteer and their production to date; team totals will be updated weekly; top producers of the week will be recognized.
- **Cash awards** will be presented weekly at the reward sessions.
- Every producer and spouse/guest will be invited to the **Victory Celebration** at the conclusion of the campaign.
- Top producers who qualify will participate in the Campaign Trip in late September.
- The **“Thank You Edition” of the campaign newsletter** will recognize all teams, team captains and all campaign producers. It will feature pictures and results and will be mailed to 2,500+ members and representatives of the Chamber.
- **Four Cash Incentive** schedules were designed to motivate all volunteer producers. In addition to cash incentives, volunteers can qualify for a post-campaign trip. Other prizes will be given at weekly reward sessions. Incentives will be presented as they are earned at the reward sessions. Volunteers are to turn-in sales as soon as possible. “Sandbagging” your sales is NOT allowed.
- Incentive schedules reward sales as follows:
 - Cash Sales** ... examples include new memberships, Board of Advisors, event sponsorships and publication sponsorships.
 - Direct Budget Reduction Trades** ... for products and services included in the chamber's current year budget and for highly valued big ticket items that were not budgeted because funds were not available.
 - Non-Budget Reduction Trades** ... for products and services that while useful are not likely to be budgeted. Accepting such items will enrich the chamber's overall program but they will not have a positive impact on the budget.
- **Team Captains** are eligible for incentives when the team goal is met.

Campaign Top Producer's Trip

Late October

Trip parameters:

A team member is eligible for his/her (only) participation in the campaign group trip when he/she reaches the \$10,300 cash sales level or the \$20,000 budget reduction sales level. Sales in cash and budget reduction categories cannot be combined in order to be eligible for the trip. The winner is entitled to: roundtrip airfare for one;

transfer fees associated with getting to and from the vacation destination; and hotel accommodations for one (Single travelers will share a room with another single trip winner.) Costs associated with room and air travel upgrades will be the responsibility of the trip winner. Meals, room service, entertainment and other miscellaneous costs are the responsibility of the trip winner.

A team member is eligible for trip participation for a guest when he/she reaches the \$13,300 cash sales level or the \$35,000 budget reduction sales level. Sales in cash and budget reduction categories cannot be combined in order to be eligible for the trip. The winner's guest is entitled to: roundtrip airfare for one; transfer fees associated with getting to and from the vacation destination; and hotel accommodations in a room shared with the Campaign volunteer. Costs associated with room and air travel upgrades will be the responsibility of the trip winner. Meals, room service, entertainment and other miscellaneous costs are the responsibility of the trip winner.

The Campaign Chairman, upon reaching the Campaign goal and Division leaders who reach their division goals are entitled to two campaign goal trips. The Campaign Chairman and eligible division leaders are entitled to: roundtrip airfare for two; transfer fees associated with getting to and from the vacation destination; and hotel accommodations for two in a shared room. Costs associated with room and air travel upgrades will be the responsibility of the division leader. Meals, room service, entertainment and other miscellaneous costs are the responsibility of the individuals.

Vacation Cash Outs: Each free trip may be cashed out at a value of \$500 for individuals that earn the vacation. A trip may not be cashed out once the reservations are finalized (cut-off date will be announced). Division leaders do not have the cash out option.

If a team members' production total changes and jeopardizes his/her eligibility in winning the trip, then the team member is responsible for: 1) making up the difference in the lost production by a mutually agreed upon date; or, 2) absorbing the cost of the trip(s).

Category 1 Incentives – Cash Sales

New Memberships Event Sponsorships Publication Sponsorships Assigned Renewals Advertising

Award Level	Production Level	Award Description	Cumulative Value	
1.	\$ 400	Gift		
2.	\$ 800	\$ 50 check	\$ 50	
3.	\$ 1,200	\$ 125 check	\$ 175	
4.	\$ 2,500	\$ 150 check	\$ 325	
5.	\$ 3,800	\$ 150 check	\$ 475	
6.	\$ 5,100	\$ 175 check	\$ 650	
7.	\$ 6,400	\$ 175 check	\$ 825	
8.	\$ 7,700	\$ 200 check	\$ 1,025	
9.	\$ 9,000	\$ 200 check	\$ 1,225	
Trip for 1	10.	\$ 10,300	\$ 500 value	\$ 1,725
Bring a Guest	11.	\$ 13,300	\$ 500 value	\$ 2,225
	12.	\$ 14,600	\$ 200 check	\$ 2,425
	13.	\$ 15,900	\$ 200 check	\$ 2,625

14.	\$ 17,200	\$ 200 check	\$ 2,825
15.	\$ 18,500	\$ 200 check	\$ 3,025
16.	\$ 20,000	\$ 500 check	\$ 3,525
17.	\$ 21,300	\$ 200 check	\$ 3,725
18.	\$ 22,600	\$ 200 check	\$ 3,925
19.	\$ 23,900	\$ 200 check	\$ 4,125
20.	\$ 25,200	\$ 200 check	\$ 4,325
21.	\$ 26,500	\$ 200 check	\$ 4,525
22.	\$ 27,800	\$ 200 check	\$ 4,725
23.	\$ 30,000	\$ 500 check	\$ 5,225
24.	\$ 31,300	\$ 200 check	\$ 5,425
25.	\$ 32,600	\$ 200 check	\$ 5,625
26.	\$ 33,900	\$ 200 check	\$ 5,825
27.	\$ 35,200	\$ 200 check	\$ 6,025
28.	\$ 36,500	\$ 200 check	\$ 6,225
29.	\$ 37,800	\$ 200 check	\$ 6,425
30.	\$ 39,100	\$ 200 check	\$ 6,625
31.	\$ 40,400	\$ 500 check	\$ 7,125
32.	\$ 41,700	\$ 200 check	\$ 7,325
33.	\$ 43,000	\$ 200 check	\$ 7,525
34.	\$ 44,300	\$ 200 check	\$ 7,725
35.	\$ 45,600	\$ 200 check	\$ 7,925
36.	\$ 46,900	\$ 200 check	\$ 8,125
37.	\$ 48,200	\$ 200 check	\$ 8,325
38.	\$ 49,500	\$ 200 check	\$ 8,525
39.	\$50,800	\$ 500 check	\$ 9,025

- You will be credited for checks or cash turned in with a completed application form.
- A completed and signed contract is required for all sponsorships.
- Incentives are paid based on the amount of cash or signed contracts received.
- Production in Categories 1 and 2 cannot be combined to qualify for the trip.
- A 1099 Form will be issued for all awards over \$600.00.

Category 2 Incentives – Budget Reduction Trades

- This schedule rewards volunteers who produce products and services included in the chamber’s current year budget. The dollar amount of the trade over budget will be credited in the Non-budget incentive schedule.
- A sample list of qualifying products and services has been developed.
- Volunteers may trade Chamber products including memberships, event sponsorships, publication sponsorships and for direct budget reduction items with the approval of the Campaign manager.
- All trades must be approved in advance by the Chamber President/CEO.

Award Level	Production Level	Award Description	Cumulative Value
1.	\$ 1,000	\$ 50 check	\$ 50
2.	\$ 2,500	\$ 50 check	\$ 100
3.	\$ 5,000	\$ 75 check	\$ 175
4.	\$ 7,500	\$ 75 check	\$ 250
5.	\$ 10,000	\$ 125 check	\$ 375
6.	\$ 13,000	\$ 150 check	\$ 525
7.	\$ 15,000	\$ 150 check	\$ 675
8.	\$ 18,000	\$ 150 check	\$ 825

Trip for 1	9.	\$ 20,000	\$ 500 value	\$ 1,325
Bring a Guest	10.	\$ 25,000	\$ 500 value	\$ 1,825
	11.	\$ 30,000	\$ 350 check	\$ 2,175
	12.	\$40,000	\$ 500 check	\$ 2,675
	13.	\$ 50,000	\$ 500 check	\$ 3,175
	14.	\$ 60,000	\$ 500 check	\$ 3,675
	15.	\$70,000	\$ 500 check	\$ 4,175
	16.	\$ 80,000	\$ 500 check	\$ 4,675
	17.	\$ 90,000	\$ 500 check	\$ 5,175
	18.	\$ 100,000	\$ 1,000 check	\$ 6,175
	19.	\$ 110,000	\$ 500 check	\$ 6,675
	20.	\$ 120,000	\$ 500 check	\$ 7,175
	21.	\$ 130,000	\$ 500 check	\$ 7,675
	22.	\$ 140,000	\$ 500 check	\$ 8,175
	23.	\$ 150,000	\$ 500 check	\$ 8,675
	24.	\$ 160,000	\$ 500 check	\$ 9,175
	25.	\$ 170,000	\$ 500 check	\$ 9,675
	26.	\$ 180,000	\$ 500 check	\$ 10,175
	27.	\$ 190,000	\$ 500 check	\$ 10,675
	28.	\$200,000	\$ 1,000 check	\$ 11,675

- All non-cash items must be physically in possession of the Chamber to be counted.
- Production from Categories 1 and 2 cannot be combined to qualify for the trip.
- The ratio of variable proportions will be used to determine value.
- A 1099 Form will be issued for all awards over \$600.00.

Category 3 Incentives – Non Budget Reduction Trades

- This schedule rewards volunteers who produce products and services of value to the chamber but not included in the chamber’s current year budget.
- Qualifying in this category are products and services that would have been budgeted had sufficient funds been available.
- A sample list of qualifying products and services has been developed.
- All trades must be approved in advance by the Chamber President/CEO.

Award Level	Production Level	Award Description	Cumulative Value
1.	\$ 1,500	\$ 25 check	\$ 25
2.	\$ 5,000	\$ 75 check	\$ 100
3.	\$ 10,000	\$ 75 check	\$ 175
4.	\$ 15,000	\$ 75 check	\$ 250
5.	\$ 20,000	\$ 75 check	\$ 325
6.	\$ 25,000	\$ 75 check	\$ 400
7.	\$ 30,000	\$ 75 check	\$ 475
8.	\$ 35,000	\$ 75 check	\$ 550
9.	\$ 40,000	\$ 75 check	\$ 625
10.	\$ 45,000	\$ 75 check	\$ 700
11.	\$ 50,000	\$ 75 check	\$ 775
12.	\$55,000	\$ 75 check	\$ 850
13.	\$ 60,000	\$ 75 check	\$ 925
14.	\$ 65,000	\$ 75 check	\$ 1,000
15.	\$70,000	\$ 75 check	\$ 1,075

16.	\$ 75,000	\$ 75 check	\$ 1,150
17.	\$ 80,000	\$ 75 check	\$ 1,225
18.	\$ 85,000	\$ 75 check	\$ 1,300
19.	\$ 90,000	\$ 75 check	\$ 1,375
20.	\$ 95,000	\$ 75 check	\$ 1,450
21.	\$ 100,000	\$ 75 check	\$ 1,525
22.	\$ 105,000	\$ 75 check	\$ 1,600
23.	\$ 110,000	\$ 75 check	\$ 1,675
24.	\$ 115,000	\$ 75 check	\$ 1,750
25.	\$ 120,000	\$ 75 check	\$ 1,825
26.	\$ 125,000	\$ 75 check	\$ 1,900
27.	\$ 130,000	\$ 75 check	\$ 1,975
28.	\$ 135,000	\$ 75 check	\$ 2,050
29.	\$ 140,000	\$ 75 check	\$ 2,125
30.	\$ 145,000	\$ 75 check	\$ 2,200
31.	\$ 150,000	\$ 75 check	\$ 2,275

- All non-cash items must be physically in possession of the Chamber to be counted.
- The ratio of variable proportions will be used to determine value.
- A 1099 Form will be issued for all awards over \$600.00.

Category 4 Incentives – Team Captain’s Incentives

- Team Captains are eligible for the following incentives when the team goal is met or exceeded.

A. Meeting Team and Cash Goal

.75% of Total Team Production in Categories No. 1 and No. 2

B. Meeting Team Goal and Exceeding Cash Goal by 10%

1.0% of Total Team Production in Categories No. 1 and No. 2

C. Meeting Team Goal and Exceeding Cash Goal by 20%

1.5% of Total Team Production in Categories No. 1 and No. 2

- Team Captains' incentives are paid on cash & budget reduction sales only. No incentive is paid on non-budget reduction sales.
- A 1099 Form will be issued for all awards over \$600.00.