

12 Best Practices for Sales Recognition

1 Ensure timely notification of reward; recognize promptly

2 Involve the most meaningful leader in the recognition experience

3 Present the award with flair to make the moment memorable

4 Invite peers, colleagues, friends and family to share in the experience

5 Expand rewards and recognition to productive middle tier to motivate

6 Deliver a user-friendly gift selection process with varied choices

7 Equip sales managers with the right tools

8 Celebrate major sales milestones, acknowledge all others

9 Expand sales goals to push specific products and reward teams

10 Incorporate a personal touch that holds meaning

11 Integrate sales recognition into total recognition strategy

12 Reflect your brand, culture and values



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