

NEW BUSINESS CONTRACT CONTEST

Goal --sell \$525,000 in Q1 to publish in 2018



How It Works

Sign new business commitments and reach Gold, Platinum, Multi Platinum and Diamond levels.

Break Your Record and you will literally "Break Your Record" in the next Tuesday Sales Meeting!

**New business contracts/commitments only. Incremental does not count.

Retail Outside, Recruitment Outside & Digital

Level	Revenue Sold	Reward
Gold	\$1,500	\$10 QT Gift Card
Platinum	\$3,000	Movie Tickets for 2
Multi Platinum	\$6,000	\$50 Dinner for 2
Diamond	\$10,000	\$100 Visa Gift Cards

OWG & Retail Inside

Level	Revenue Sold	Reward
Gold	\$1,000	\$10 QT Gift Card
Platinum	\$2,000	Movie Tickets for 2
Multi Platinum	\$3,000	\$50 Dinner for 2
Diamond	\$7,000	\$100 Visa Gift Cards

Recruitment Inside, Class Inside, CSR's & Majors/National

Level	Revenue Sold	Reward
Gold	\$500	\$10 QT Gift Card
Platinum	\$1,000	Movie Tickets for 2
Multi Platinum	\$2,500	\$50 Dinner for 2
Diamond	\$6,500	\$100 Visa Gift Cards

The Fine Print

New Business is defined as any business that has not published with Tulsa World/OWG in the past 12 months and does not have a current contract.

The only exception during that 12 month period is recruitment advertising or private party advertising on the account.

Recruitment - New Business is defined as any business that has not published a recruitment ad with Tulsa World/OWG in the past 6 months.

One time, one month sales will count if a one sheet proposal and complete needs analysis is submitted.

When your team hits GOAL for the period WE CELEBRATE!

Each team at goal at the end of the period leaves at 3:00

on a Friday and has some social time at Andy B's!

When the department hits \$175,000 for the period WE CELEBRATE!

Managers will serve breakfast!

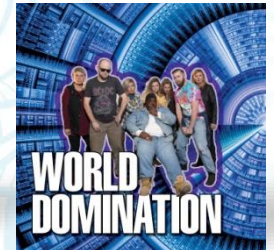
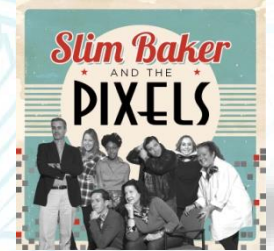
BUT WAIT, THERE'S MORE!

At the end of the Quarter when we have hit our \$525,000 goal, the following will be awarded:

\$3000 Travel Voucher to the rep who goes the furthest over goal
(by percentage/P1, 2, & 3 Combined)

\$1500 Travel Voucher to the rep who is in 2nd place.
(by percentage/P1, 2, & 3 Combined)

\$750 Travel Voucher to the rep with the most new contracts.



Through February, 2018
we have closed

\$157k
in New Business
to publish in 2018.



TULSA WORLD
MEDIA COMPANY