

AMERICA CALLS

Answer with Spirit...



Multi-Channel Markets

Program Dates:

January 1 – March 31, 2002

Eligible Participants:

Account Managers, Hunting Account Managers, Demand Representatives, Account Executives/Sr. Account Executives, Inside Sales Managers, Field Sales Managers, Hunting Sales Managers, Demand Sales Managers, Center Managers, Sales Engineers I, II, III, Sales Engineer Managers, Complementary Sales – Channel Managers, Complementary Sales – Regional Sales Managers

Travel Award:

Bahamas Cruise for two in June of 2002!

While training for the Olympics... athletes set goals and work hard to be the best, each striving for that gold medal. This year, the Verizon MCM Sales team has a golden opportunity! Set your goals, work hard, and you could be sailing under the golden sun! You and a guest will spend 4-days and 3-nights on the Sovereign cruise ship!

This will be an adventure on water and on land! Enjoy the many activities available on the ship or achieve that golden tan while relaxing on one of 12 passenger decks. For a change of pace, go on a shore excursion in the Ports of Call!

Set your sales and you will set sail in June 2002!

Program Details:

Qualifiers:

The following list details the 1st quarter % attainment to promotion objective required based by job title. Exceed your goal during the first quarter (January - March) and earn a Bahamas cruise for two!

Title	Requirements
AM/TAM	150%
Hunting Account Manager **	150%
Demand Sales Representative **	150%
AE/SAE	145%
ISM	125%
FSM	125%
Hunting ISM **	125%
Demand ISM **	125%
Center Manager	120% of center objective
Complementary Sales RSM	115%
Complementary Sales Channel Manager	115%
Sales Engineer (BPC & Comp. Sales) *	# of winners based on # of sales winners
Sales Engineer Manager (BPC & Comp. Sales)	One national winner Based on highest Q1% attainment

* For every 8 TAMs/AEs/SAEs in the center who qualify to travel, 1 BPC Sales Engineer will qualify. Winners will be selected based on an assessment of contribution to sales, work volume, attitude, etc. and will be determined by the BPC Director.

* For every 2 Complementary Sales Channel Managers who qualify to travel, 1 Complementary Sales Engineer will qualify. Winners will be selected based on an assessment of contribution to sales, work volume, attitude, etc. and will be determined by the Complementary Sales Director.

** Actual titles may change.

