

Next Destination: Cairo

Educational Technologies Sales Convention 2008-09

Competition period: 1st October 2008 till 30th September 2009

Individual Awards:

Following winners from each distributor will get ETL Awards:

1. Top Salesperson: Minimum 2,400 units
2. Top Unit Manager: Minimum 6,000 units with at least 50% from the team
3. Top District Manager: Minimum 18,000 units with at least 75% from the team
4. Top Regional Manager: Minimum 36,000 units with a positive growth from previous year

From each of the four categories above, the best of Asia Pacific will also get ETL Awards.

- Managers can also qualify for sales awards on personal sales.
- Special sales (bulk orders) should not be considered for competition.
- Only confirmed and delivered sales should be counted for all awards.
- A monthly update on all the awards must be sent to ETL by the 5th of every month to participate in the regional competition.
- Country awards for managers only applicable if there is more than one manager in that position.

Distributor Awards:

A winner and two runners-up in the following categories will get an ETL Trophy:

1. Highest Sales: Minimum 100,000 units
 2. Highest Sales Growth: Minimum 35,000 units in both years
 3. Asia Pacific Cup: Minimum 50,000 units and a positive sales growth
- The Asia Pacific Cup will be a combination of points earned on sales and sales growth. In case of a tie, the distributor with higher sales will win.
 - Any special sales will be included in the competition at ETL's discretion.

All the awards will be presented at the Awards Night during the ETL Sales Convention 2008-09.

Participation in Sales Convention:

Please check participation criteria from your distributor. Qualifying for an ETL award does not automatically guarantee your participation.

Check for updates on Cairo and awards: <http://ETLsalesforum.com>