



Tropical Retreat 2014

March 1, 2014 - February 27, 2015

TOP 10 REPS - TOTAL POINTS

• 84 POINT MINIMUM QUALIFIER

TOP 3 ROOKIES - TOTAL POINTS

• START DATE DURING CONTEST PERIOD

TOP 3 DSMS - % OF QUOTA

• ASM INCLUDED IF APPLICABLE

EMPLOYEE OF THE YEAR

• NOMINATED BY EXECUTIVE TEAM

TOP CORPORATE SALES - MONTHLY FUNDING AVERAGE

• MUST BE EMPLOYED FOR AT LEAST 6 MONTHS

TOP 2 SENIOR MANAGERS - AVERAGE MONTHLY TOTAL POINTS PER OFFICE

• 30 POINT MINIMUM QUALIFIER



ELIOT
MANAGEMENT GROUP