



WOW's Sales & Channel Incentive Programmes

Increase sales, grow market share, enhance customer experience and reward your sales intermediaries for positive behaviour changes.

Why a channel incentive programme?



Our Approach

Whether your goal is to increase sales, expand geographically or destroy the competition, we have you covered. We design tailor-made incentive programmes to excite, engage with, and reward your sales intermediaries, motivating them to perform at their best



We listen

to clearly understand what you want to achieve in the channel



We design

a tailor-made incentive programme to meet your specific business needs



We launch

the incentive programme into the channel



We teach

the sales intermediaries – what we want them to do and how we'll reward them



We measure

the success of the incentive programme, continuously



We communicate

progress towards target, achievement, and congratulate



We reward

deserving participants for reaching their sales targets and product knowledge levels



We re-measure

constantly stretching, constantly affirming

WOW

4 RESULTS

Rewards

Offer them choice – engage them more

Cash

directly into their bank account or onto a re-loadable MasterCard



OR



WOW Anything Goes

literally anything – if they can see it and they have earned enough, they can have it

Why WOW?



Custom designed solutions driving increased **sales and product knowledge** transfer



Industry experts in focusing **sales intermediary behaviour** on short-term targets



Value-driven, flexible and creative in design

What's in it for you?

This is one of our sales channel incentive programmes helped a mobile communications company



Increase average sales per consultant by **132% per month** over a **35-month** period



Achieve a **19% reduction in staff turnover** at store level



Campaign becomes self-funded within **6-months of roll-out**

Get in touch!

WOW4RESULTS

Berry & Donaldson Building, 3rd Floor, 9 Caledon Street, Cape Town, City Centre, 8001



Telephone number:

0861 879 969



Email address:

info@wow4results.co.za



Website:

www.wow4results.co.za