



# Fantasy "Salesball" LEAGUE 2023



**3 Teams**  
*5 FSCS*  
**per team**

- 5 Foodservice Consultant Lineup
- Point Based KPI Scoring
- 3 Period "Season"
- Totals Calculated Each Period
- Cumulative Scoring (Not Head to Head)
- Payout Will Be \$2,000 / Team (including Coach)

- NEW CUSTOMER SHIPPED = **+50 POINTS**
- A/R CLEAN OVER 89% = **+20 POINTS**
- A/R CLEAN OVER 98% = **+50 POINTS**
- MARGIN RATE INCREASE PERIOD OVER PERIOD = **+20 POINTS**
- BEV/CHEM NEW CUSTOMER PLACEMENT ON DISPENSED CHEMICALS = **+20 POINTS**
- BEV/CHEM NEW DISH MACHINE PLACEMENT (NO FP LEASE) = **+50 POINTS**
- BROKER DATES BOOKED (RECAP FORM COMPLETED) = **+20 POINTS EACH DATE**
- PROVANTAGE SERVICE SOLD **+50 POINTS**
- ELITE VENDOR CASE SOLD OVER BASE **+20 POINTS**
- ELITE VENDOR CASE SOLD 10% OVER BASE **+50 POINTS**
- ORDER ENTRY ERRORS = **-2 POINTS EACH**

**Point**  
*system*

*Team*  
**1**

## TEAM 1 - BETH

- Ross
- Kevin
- Jodie
- Kyle
- Scott
- Taylor

*Team*  
**2**

## TEAM 2 - RICHARD

- Will
- Luz
- Justin
- Mary
- Ahmed
- Sean
- Tom

*Team*  
**3**

## TEAM 3 - WES

- Phil
- BJ
- John
- Jeff
- Chris