



## 2023 FISCAL YEAR RULES & GUIDELINES

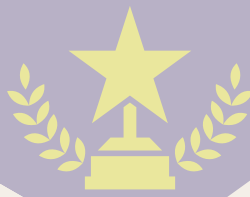
This is a point based contest. It will pay out the top 3 TMs.

### 1ST PLACE

2ND PLACE

\$3,000

\$5,000



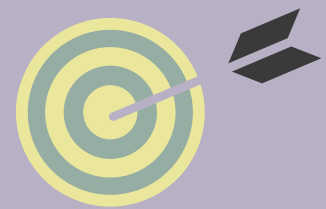
3RD PLACE

\$1,000

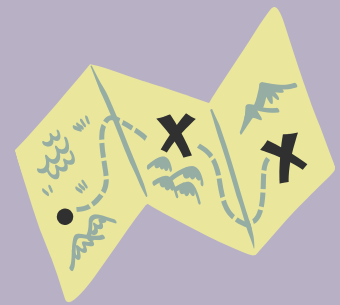
The top 3 will also enjoy a dinner with their guest and Mr. & Mrs. Brunk. Points will be calculated & accrued at the end of each period.



### POINT SYSEM IS BASED ON THE FOLLOWING CITERIAS



- 25 points for sales over last year
- 50 points for GP \$ over last year
- 50 points for pieces over last year
- 50 points for sales over budget
- 50 points for GP \$ over budget
- 50 points for margin % over budget
- 50 points for above FP A/R 89%
- Bonus 50 points for A/R above 98%
- 50 points for PROvantage sign ups
- Negative 10 points for each % point below company avg clean A/R (capped @ 80%)



If a TM hits sales and GP \$ budget for the year, then all available missed points in those categories will be awarded after P13



GOOD LUCK TEAM  
Ready . Set . Sell