

The Cone Approach for Success



Valid
Oct 1 - Nov 30
Ask your Account
Executive
for details

Just by entering the contest you'll get the IWS Cone Approach for Success. You will be learning new skills while giving your members the piece of mind they deserve with an IWS VSA/MBI. You may also be eligible for a Target* gift card. We will also have two drawings, one great prize during each month of the contest.

- C**hallenge yourself to think “outside of the box.”
- O**vercome objections by countering with benefits.
- N**ever underestimate the member’s needs.
- E**ffective negotiation and closing techniques are essential.

Here’s how you win:

1. Make your goal, meet our “**The Cone Approach to Success**” criteria and win a **Target** gift card.
2. The top producer for most **combination VSA + KeyGuard** sales will win a **Nintendo Wii** and a **\$50 Target** gift card. *Minimum of 15 sales to qualify.*
3. The top producer with the **highest VSA to loan penetration** will win a **Nintendo 3DS** and a **\$50 Target** gift card. *Minimum of 15 sales to qualify.*

VSA Count		Amount	Prize
Sales	Referrals		
4 - 9	15 - 29	\$20	Target Gift Card
10 - 15	30 - 50	\$40	Target Gift Card
16+	50+	\$60	Target Gift Card



* IWS reserves the right to substitute prizes for like similar kind and quality based upon availability. Please consult your Account Executive for details.