

Build on it - Be the Best!

2012 Contest



By entering the contest you will be learning new skills while giving your members the peace of mind they deserve with an IWS VSA/MBI. You may also be eligible for a **Home Depot** gift card and have a chance to win one of the two top producer prizes.

January Training	Motivational Selling "An Engagement Approach to Increasing Sales" Motivate yourself in 2012. Set a goal and achieve results.
February Training	Persuasive Closing Skills "Close it Like You Mean it!" Make your goal for a chance to win great prizes. Build your skills and be recognized for reaching your goal.

Here's how you win:

1. Make your goal and win a **\$10 Home Depot** gift card.
2. Meet our **"Build on it - Be the Best!"** criteria below and win an additional **Home Depot** gift card.
3. The top producer for most **combination VSA + KeyGuard** sales will win a **Wood Burning Fireplace***. *Minimum of 15 sales to qualify.*
4. The top producer with the **highest VSA to loan penetration** will win a **Wood Burning Fireplace***. *Minimum of 15 sales to qualify.*

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