



DRSG 2022 SALESPERSON CONTEST-JUNE to DECEMBER

When we sent out the contest rules in February, we mentioned exciting changes coming in June....and we meant it! IT'S FINALLY HERE!!!

As of June 1, the monthly contest is moving to our new **SALES PRO APP!!!** You'll now be able to submit ballots right on your phone!

The contest site will not be working after June 1, so be sure to download our free Sales Pro App so you don't miss out on any chances to win.

As a reminder, the contest is based on the date of SALE and not date of delivery as in the past. You still need to enter all your invoices for service plans, detergent, or mattress pads yourself but starting June, you can do it from the palm of your hand.

We hope this change makes it simple for all salespeople to sign up and play along! There's cash to be won!

Remember, for every invoice containing an Excelsior product or service plan sold, participants are one step closer to being a WINNER! Contact us at sales@phoenixamd.com for any contest questions.

HAVE FUN & GOOD LUCK!!!!



DRSG 2022 SALESPERSON CONTEST

As of June 1, 2022, all sales of Excelsior/Phoenix products need to be registered through the Sales Pro App.

This contest is open to salespeople of all DRSG member retailers who offer Excelsior products and service plans.

How to Play: NEW For ALL Excelsior products including ALL Stain Service Plans, Guardian Angel Service Plans, Mattress Protectors and Detergent Products:

- Every invoice containing an Excelsior product (All stain or Guardian Angel service plans, mattress protector or detergent product) sold will count as one ballot.
- To enter for a chance to win, salespeople have to register **ALL** their applicable invoices (service plans, mattress pads or detergent products) on our **new Sales Pro App**.
- All participants will need to set up an account (super quick and easy) once they've downloaded our app onto their phones.
- Once the app is open, salespeople must enter the **SALES** date of their invoice, the invoice number and the Excelsior product sold on the invoice. If delivery date is asked, use the **SALES** date.

How to be declared a winner:

- Contest winners will have to provide proof of sale by emailing a copy of the winning invoice to be validated.
- In the instance where the winner is no longer employed by the store at the time of the draw, a re-draw for that prize will take place.

It's as simple as that!! For every invoice containing an Excelsior product or service plan sold and delivered, participants are one step closer to being a WINNER! Contact us at sales@phoenixamd.com for any contest questions.

HAVE FUN & GOOD LUCK!!!!



DRSG CONTEST PLAYBOOK

- **DURATION:** February 1st to December 31 , 2022 (moved to Sales Pro App June 1, 2022)
- **MONTHLY DRAWS:** in 2022, we will have 6 MONTHLY WINNERS, that will be randomly drawn on the 1st day of every month from the eligible completed ballots from the month prior.
- **BALLOT & SERVICE PLAN REGISTRATION ELIGIBILITY:**
 - ⇒ All sales of Excelsior products (**All Stain and Guardian Angel service plans, mattress protection and laundry program**) must be registered manually through the Sales Pro App by the salesperson as a ballot prior to contest close in order to be eligible
 - ⇒ Ballots entered during a month are eligible only for that month's draw. (this applies to Bonus months as well)
 - ⇒ In 2022 there will be 3 BONUS MONTH: JUNE, SEPTEMBER AND DECEMBER
- **CONTEST PRIZES\$6,400 total in PRIZES to be WON !!!!**

⇒ MONTHLY Prize Values for **Feb—Mar—Apr—May—July—Aug—Oct—Nov:**

- ◇ 1st Prize = \$125
- ◇ 2nd Prize = \$100
- ◇ 3rd Prize = \$75
- ◇ 4th Prize = \$50
- ◇ 5th Prize = \$25
- ◇ 6th Prize = \$25





⇒ **SPECIAL BONUS for the JUNE Sales Draw (drawn on July 01)**

◇ Prizes are **worth 2 TIMES** the value of a regular month

- ◇ 1st Prize = \$250
- ◇ 2nd Prize = \$200
- ◇ 3rd Prize = \$150
- ◇ 4th Prize = \$100
- ◇ 5th Prize = \$50
- ◇ 6th Prize = \$50

⇒ **SPECIAL BONUS for the SEPTEMBER Sales Draw (drawn on October 01)**

◇ Prizes are **worth 2 TIMES** the value of a regular month

- ◇ 1st Prize = \$250
- ◇ 2nd Prize = \$200
- ◇ 3rd Prize = \$150
- ◇ 4th Prize = \$100
- ◇ 5th Prize = \$50
- ◇ 6th Prize = \$50

⇒ **SPECIAL BONUS for the DECEMBER Sales Draw (drawn on January 01, 2023)**

◇ You now have **TEN (10)** chances to win this month! Prizes are **worth at least 3 TIMES** the value of a regular month

- | | |
|----------------------|---------------------|
| ◇ 1st Prize = \$ 400 | * 7th Prize = \$75 |
| ◇ 2nd Prize = \$300 | * 8th Prize = \$50 |
| ◇ 3rd Prize = \$250 | * 9th Prize = \$50 |
| ◇ 4th Prize = \$200 | * 10th Prize = \$25 |
| ◇ 5th Prize = \$150 | |
| ◇ 6th Prize = \$100 | |





HOW TO PLAY:

- ⇒ Eligible invoices must contain at least one (1) sold Excelsior service plan or product. ALL Excelsior service plans and products are eligible:
 - ◇ ALL Stain Service Plans
 - ◇ Guardian Angel Service Plans
 - ◇ Excelsior Mattress Protection Products
 - ◇ Excelsior Pillow Products
 - ◇ Excelsior HE Detergent products for both Laundry and Dishwasher
- ⇒ Salespeople must go to our “Tourney” section of our Sales Pro App to enter any invoice containing one or more:
 - ◇ Excelsior Mattress Protection Products
 - ◇ Excelsior Pillow Products
 - ◇ Excelsior HE Detergent products for both Laundry and Dishwasher
 - ◇ All Stain Service plan (NEW-salesperson must register)
 - ◇ Guardian Angel Service plan (NEW-salesperson must register)
- ⇒ Invoice numbers can only be entered once PER PROGRAM. For example: an invoice with a Guardian Angel service plan for a Washing machine plus a sales of the HE Laundry detergent would be eligible for 2 ballots: 1 for the service plan and 1 for the detergent portion.
- ⇒ Winners will be contacted via email or phone for details on how to claim their prize. Proof of delivery will be required before the prizes will be awarded.
- ⇒ **If the winners do not respond within 1 week of being contacted by Phoenix A.M.D., the winner will be considered as forfeiting their prize and we will re-draw the next winner.**





Step 1: After downloading the Excelsior Sales Pro App, create an account:

EXCELSIOR

SALES PRO

Web App

LOG IN

Email

Password

Log In

Forgot Password?

[Create a new account](#)

Make sure to use Chrome, Opera, Edge or Firefox to get the best user experience.

Pour obtenir une meilleure experience d'utilisateur, veiller vous assurez d'utiliser soit
Chrome, Opera, Edge ou Firefox.

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Step 2: Fill out your information (you'll need to know your store ID number)

EXCELSIOR
SALES PRO
Web App

REGISTER

Email

Phoenix@phoenixamd.com

Password

.....

Name

Firstname

Surname

Lastname

Store ID

123123123|

Register



Step 3: Select “Tournaments” and then select the bolded Tourney Title

EXCELSIOR

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DRSG Demo

⚙

DASHBOARD

Tools

How To

Guru

Contests

Tournaments

Bakers Dozen

Contests


Chat

SEARCH

Type Tourney Title

Search

TOURNEYS

Tourney Title	Prizes	Description	Based	Ending Date	Status
 Sample DRSG Tournament - May 2022	1 \$125 2 \$100 3 \$75 4 \$50 5 \$25 6 \$25_	Win prizes by selling Excelsior products and services! All sales of Excelsior products (All Stain and Guardian Angel service plans, mattress protection and laundry program) must be registered manually through the app by the salesperson as a ballot prior to contest close in order to be eligible. Every invoice you sell counts towards your draws in the end of the month raffle!	Based on Region	06/01/2022	Enter



Step 4: Enter the invoice number, SALES date and items sold, then hit “Add Ballot”

TOURNEY

Tourney Name
Sample DRSG Tournament - May 2022

Rules

Invoice numbers can only be entered once PER PROGRAM. For example: an invoice with an appliance service plan for a washing machine plus a sales of the HE laundry detergent would be eligible for 2 ballots, but is only entered once. Winners will be contacted via email or phone for details on how to claim their prize. Proof of delivery will be required before the prizes will be awarded. If the winners do not respond within 1 week of being contacted by Phoenix A.M.D., the winner will be considered as forfeiting their prize and we will for re-draw the next winner.

Invoice Number

Products

☒ Excelsior Detergent
☒ All Stain Service Experience
☒ Appliance Service Experience
☒ Excelsior Mattress Protector

Date of Sale

ENTRIES

Total Entries
1

Invoice #	Products	Entered at	Sale Date
123456	Excelsior Detergent	05/11/2022	05/01/2022