



DRSG 2024 SALESPERSON CONTEST-FEBRUARY to DECEMBER

The dRSG contest is based on the date of **SALE** and not date of delivery, and all ballots have to be entered by using the SALES PRO APP. If you have trouble accessing or using the APP, please contact Nathan at nathanm@phoenixamd.com.

Welcome to the 2024 dRSG Salesperson Contest. We've made a few changes and added a couple new things:

- ⇒ 10 chances to win
- ⇒ 2 BONUS months
- ⇒ **NEW:** Automatic Tim Horton's card if you register 30 or more ballots per month. (This is IN ADDITION to the monthly prize you could win.)
- ⇒ **Coming by July:** we will be adding a Leader Board that will be updated monthly. The top 5 overall at the end of December will win additional prize money on top of the monthly prize.

Remember, for every invoice containing an Excelsior product or service plan sold, participants are one step closer to being a WINNER!

Contact your Sales Representative for any contest questions.

HAVE FUN & GOOD LUCK!!!!





DRSG 2024 SALESPERSON CONTEST

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 and is based on date of sale.

How to Play: 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. Ballots will be discontinued if sale date is not in the appropriate month with the exception of BONUS months.
- 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, participants are one step closer to being a WINNER! Contact your Sales Representative for any contest questions.

HAVE FUN & GOOD LUCK!!!!



DRSG CONTEST PLAYBOOK

- **DURATION:** February 1st to December 31 , 2024
- **MONTHLY DRAWS:** We will have **10 MONTHLY WINNERS**, that will be randomly drawn on the 1st day of every month from the eligible completed ballots from the month prior.
- **NEW:** Win an Automatic \$10 Tim Horton's card if you register 30 or more ballots per month. This is on top of your chance to win the monthly prizes
- **NEW by JULY:** Leader Board that will be updated monthly. The top 5 overall at the end of December will win additional prize money on top of the monthly prizes
- **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. (**BONUS months will include ALL previous months**)
 - ⇒ **In 2024 there will be 2 BONUS MONTH: JULY AND DECEMBER**
- **CONTEST PRIZESOVER \$6,800 total in PRIZES to be WON !!!!**
 - ⇒ **MONTHLY Prize Values for Feb—Mar—Apr—May—June—Aug—Sept—Oct—Nov:**
 - ◇ 1st Prize = \$100
 - ◇ 2nd Prize = \$75
 - ◇ 3rd Prize = \$50
 - ◇ 4th Prize = \$25
 - ◇ 5th Prize = \$25
 - ◇ 6-10 Prize = \$10 Tim Horton's card





⇒ **SPECIAL BONUS for the JULY Sales Draw (drawn on Aug 01)**

- ◇ Prizes are **worth up to 4 TIMES** the value of a regular month
 - ◇ 1st Prize = \$400
 - ◇ 2nd Prize = \$300
 - ◇ 3rd Prize = \$200
 - ◇ 4th Prize = \$150
 - ◇ 5th Prize = \$150
 - ◇ 6-10 Prize = \$10 Tim Horton's card

⇒ **SPECIAL BONUS for the DECEMBER Sales Draw (drawn on January 01, 2025)**

- ◇ Prizes are **worth up to 4 TIMES** the value of a regular month
 - ◇ 1st Prize = \$400
 - ◇ 2nd Prize = \$300
 - ◇ 3rd Prize = \$200
 - ◇ 4th Prize = \$150
 - ◇ 5th Prize = \$150
 - ◇ 6-10 Prize = \$10 Tim Horton's card





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
 - ◇ Guardian Angel Service plan

- ⇒ 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 through the service plan registration site and 1 through the salesperson ballot registration 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 or store manager 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 sois
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

The screenshot shows the Excelsior mobile app interface. On the left is a blue sidebar with navigation options: Tools, How To, Guru, Contests (expanded to show Tournaments, Bakers Dozen, and Contests), and Chat. The main content area has a search bar at the top with the placeholder text 'Type Tourney Title' and a 'Search' button. Below the search bar is a section titled 'TOURNEYS' containing a table with the following data:

Tourney Title	Prizes	Description	Based	Ending Date	Status
 Sample DRSG Tournament - May 2022	<ul style="list-style-type: none"> 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

Rules

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