



Rewards - *Performance Recognition*

- Expanding the same level (job enlargement)
- Adding responsibility from above (job enrichment)
- A new or larger territory
- A chance to be account executive on a prestigious account
- Payment for education and higher skills training
- Assignment to a task force or a consulting project
- Freer, quicker, more frequent access to you
- An informal relationship with you
- Acting as adviser or consultant to you
- Coaching by you
- Career coaching by you or some other person
- Public and private praise
- An interview in the company publication
- Liaison with other salespeople or home office personnel
- Bigger base salary
- A financial bonus
- Preferential treatment in scheduling vacations
- Promotion-or the preparation for one
- More desirable equipment or office furnishings
- A better or newer car
- Greater freedom from supervision
- Latitude in making certain decisions (without you)
- Chairing a meeting for you
- Planning a meeting for salespeople
- Running a meeting for salespeople
- Training another salesperson
- Representing you at a home office meeting
- A business trip in your stead
- Lunch or dinner on the company
- A party or reception in the salesperson's honour
- A gift-plant, book, clothing
- A chance to oversee the territory when you're away
- Assignment as troubleshooter in the territory
- Preferred assignments
- A presentation to home office visitors
- A presentation to higher management
- A private office
- An office with a preferred location
- An assistant
- A sabbatical for self-renewal
- Greater tolerance for occasional time off
- Traveling with you on occasion
- Fact-finding assignments
- A verbal thank you.