



Each ONE Bring ONE Challenge



Bring a client on board and reap your reward.

FACILITIES MANAGEMENT SOLUTIONS

In today's business environment, the responsibility to grow our business rests with each and every one of us. Therefore, we would like to challenge you to bring at least one client referral forward through our Sales Lead Incentive Scheme.

Whether you are introducing a friend to our business for the first time or speaking to one of our current clients regarding expanding on the range of solutions that Tsebo has to offer, it is time for you to step up and be a bold ambassador for our brand.

Let's grow our business together!

Talk to your network about how we can support them today:

- ✓ **Download** our **Tsebo Facilities Management one-pager** or our **Tsebo Group Glossy** today to help guide the conversation.
- ✓ Submit your lead/s through our Sales Lead Campaign (SLC) and claim your cash reward. Can't remember how SLC works or how to submit a lead, **click here** OR ask your supervisor for guidance.

Highlights of our incentive scheme to date:

Over R250,000
Payouts to lead
submitters

Over 70
Successful client
meetings

Over 30
Contracts
won



Submit your lead now!




SALES LEAD GENERATION CAMPAIGN

Take a bash at earning some cash!

Earn a cash incentive, for the generation of viable, qualified leads:

- Should a lead result in a successful sales presentation to the client
= receive R1 000 before tax
- Should a lead result in a new contract being awarded within 12 months of lead submission and qualification
= receive R10 000 before tax
- Specialised Cleaning, Hygiene and Pest Control
= receive R1 000 (before tax) for a R10 000 - R19 999 CC contract value and R2 000 (before tax) R20 000 CC or more contract value



Is your sales lead 'HOT'?

- ✓ **YES**, if a brand-new potential client is interested in outsourcing one or more of their non-core services to Tsebo
- ✓ **YES**, if an existing client is interested in expanding to more services that Tsebo has to offer

How to submit lead information?

- **ONLINE LEAD REGISTER**
Visit the TseboNet homepage | Click on the **SALES LEAD** button | Complete the simple online form, OR
- **FREE SMS (SOUTH AFRICA ONLY)**
SMS the word **LEAD**, your name, employee number and the client's business name to **30684**. We will then be in touch to complete your lead register entry (this step must be completed successfully in order to qualify for the incentive programme).



Elevating Tsebo to new heights, **together.**

***Who is eligible?** All employees mid-management and below. This excludes employees already participating in the Sales Commission scheme and employees with direct supervisory responsibility for employees participating in the Sales Commission scheme.

Please ensure that you familiarise yourself with all the incentive rules set out in the Tsebo Sales Lead Incentive Policy, before submitting a lead e.g. A minimum contract CC value of R20 000 must be secured to qualify for the contract award payout. For more information on the campaign, please visit TseboNet or contact your Divisional Sales Coordinator.