

# Chestnut Hill Gorjana Bingo

|                                     |                                                          |                                                      |                                          |                                         |
|-------------------------------------|----------------------------------------------------------|------------------------------------------------------|------------------------------------------|-----------------------------------------|
| Made the highest sales for the Week | \$170 Personal AOV (sales/orders)                        | 3 units in a sale UPT                                | I wrote an Endear message to my customer | FREE - I learned something today        |
| \$250 Sale                          | Made a \$1000 in sales for the day                       | FREE- I suggested add-ons in another associates sale | \$180 store EOD AOV                      | Highest UPT for the day                 |
| Made 3 \$100 Sales                  | Sold February Birthstone (fine or fashion)               | FREE                                                 | \$2 000 store net sales                  | Everyone had 2.0 UPT or Higher on Shift |
| Exchange w/ add on                  | Learn something about your customer and share with Abeje | FREE - I Was On Time!!                               | 4.0 UPT or Higher (Store)                | FREE- I Smiled All Day!                 |
| 35% Store CVR                       | \$200 personal AOV (sales/orders)                        | Happiness Guarantee Exchange (Three digit code)      | Sold Pave Heart                          | \$500 Sale                              |

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