

B	I	N	G	O
Talked about ECRS electronic Orders Versus Emails	12 Bulk	Ask three questions about a customers's AC display	Online Access Sign Up	Label Order
AC Kids Restock or New Placement(Min 3 SKUs)	ROC Line placement	New Account	20 OB calls by lunch!	OPP Spif Upsell
Prospecting calls- 10	Talked about the Library on our WS website	FREE	200 minutes	Bulk Asset Addition
Daily Goal	Personal Win with a Customer	Helped a Peer Learn Something New	Branded Display or Shipper	Mushroom New Placement
Baking Powder/Sugar/Salt New Placement	40 OB Calls at the end of your day	New Toilet or Room Spray Placement	Tester Order	Ask three questions about a customer's bulk set during a call

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