

# Rewarding Excellence®

REWARDING EXCELLENCE 2016 PROGRAM GUIDE  
SALES CONSULTANT



## TAKE A RIDE ON ***THE REWARDS SIDE!***

Make your move for Rewarding Excellence® success! The Sales Professional incentive program is back for another year of recognition and rewards, and this year, there are even more ways for you to earn points and cash for your Chrysler, Dodge, Jeep®, Ram and FIAT® sales performance!

**Review this guide to see what's new this year**, including Business Builder Awards, Quarterly Badge Boosters and Annual Business Center Rankings. For official rules, visit the Rewarding Excellence program website via [RewardingExcellence.com](http://RewardingExcellence.com) or go to [DealerCONNECT](#).

**Remember, the more new vehicles you sell, the more Badges you earn—and the more cash and points you receive!**

# Brand Awards

LOAD UP ON POINTS FOR YOUR SALES OF EACH BRAND!

## BRAND BADGES

*Training Requirement: Monthly Rewards Eligible*

Throughout the year, you can earn points for every 25 sales of each individual brand (Chrysler, Dodge, Jeep, Ram and FIAT)—**up to a total of 400,000 points for each brand** (100,000 per level)!



### PROFESSIONAL

(25–49 Sales)

**100,000 Points**

for selling 25 vehicles of a single brand



### MASTER

(50–74 Sales)

**100,000 Points**

for selling an additional 25 vehicles  
of a single brand (50 total)



### ELITE

(75–99 Sales)

**100,000 Points**

for selling an additional 25 vehicles  
of a single brand (75 total)



### V.P. CENTURY CLUB

(100+ Sales)

**100,000 Points**

for selling an additional 25 vehicles  
of a single brand (100 total)

## NEW IN 2016! BUSINESS BUILDER BADGES

Now you can earn 100,000 points for every 25 B&E sales you achieve, too—**up to 400,000 points total!**



### PROFESSIONAL

(25–49 Sales)

**100,000 Points**

for first 25 B&E sales



### MASTER

(50–74 Sales)

**100,000 Points**

for an additional  
25 B&E sales (50 total)



### ELITE

(75–99 Sales)

**100,000 Points**

for an additional  
25 B&E sales (75 total)



### V.P. CENTURY CLUB

(100+ Sales)

**100,000 Points**

for an additional  
25 B&E sales (100 total)

*Brand Badge and Business Builder Badge images will appear as soon as they are earned; points will be issued 30 days later to allow time for validation.*

# Brand Awards

LOAD UP ON POINTS FOR YOUR SALES OF EACH BRAND!

## ANNUAL TOP 100 SALES PERFORMERS

Training Requirement: *Annual Certification*

With annual Top 100 Sales Performers, you can score points when you finish the year among the top 100 U.S. Sales Consultants for sales of each individual brand or for B&E sales.



### TOP 100 CHRYSLER SALES

**200,000 Points**

Awarded to the Top 100 Chrysler Sales Consultants.



### TOP 100 DODGE SALES

**200,000 Points**

Awarded to the Top 100 Dodge Sales Consultants.



### TOP 100 FIAT SALES

**200,000 Points**

Awarded to the Top 100 FIAT Sales Consultants.



### TOP 100 JEEP SALES

**200,000 Points**

Awarded to the Top 100 Jeep Sales Consultants.



### TOP 100 RAM SALES

**200,000 Points**

Awarded to the Top 100 Ram Sales Consultants.

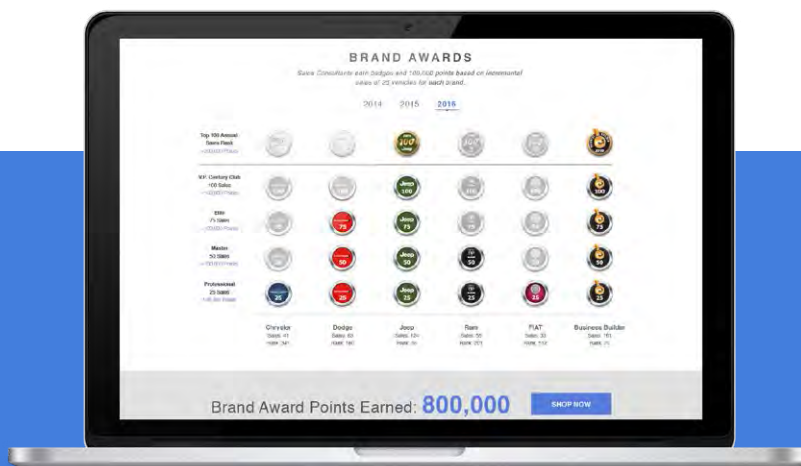


### TOP 100 BUSINESS BUILDER SALES

**200,000 Points**

Awarded to the Top 100 Business Builder Sales Consultants.

*Annual Top 100 Brand Sales Performer Badges will appear and payment will be issued in February 2017 to allow time for yearly sales to be validated.*



## WATCH YOUR BADGES APPEAR!

You can view your current sales for each Badge on the Brand Awards dashboard on your Rewarding Excellence home page. You can also see your current ranking for the annual Top 100 Sales Performers, which will update throughout the year (Badges will remain greyed out until all sales are finalized at year-end).

# Quarterly Awards

PUT SOME MAJOR CASH ON YOUR REWARDING EXCELLENCE CARD WITH THESE QUARTERLY ACHIEVEMENTS! THIS YEAR, WE'VE CHANGED UP YOUR QUARTERLY AWARDS SO YOU CAN GIVE YOUR EARNINGS A BOOST.

## DIRECTOR'S AWARD

Training Requirement: Incentive Eligible



### DIRECTOR'S AWARD

**\$500**

Earn **\$500** when you sell 30 vehicles within a quarter.

## NEW IN 2016! BADGE BOOSTERS

You talked, we listened! Now when you sell more than 30 vehicles per quarter, you can earn Badge Boosters on top of your Director's Award that will increase your earnings—**up to \$1,000 per quarter!**



### SINGLE BOOSTER

Boost your earnings with an additional **\$200 (\$700 total)**

Sell 40–49 vehicles within the quarter.



### DOUBLE BOOSTER

Boost your earnings with an additional **\$350 (\$850 total)**

Sell 50–59 vehicles within the quarter.

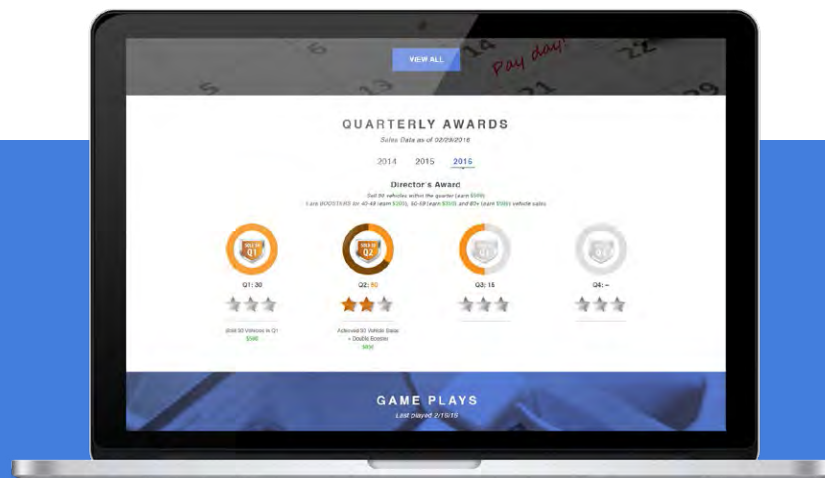


### TRIPLE BOOSTER

Boost your earnings with an additional **\$500 (\$1,000 total)**

Sell 60+ vehicles within the quarter.

Quarterly Badges, Badge Boosters and payment will be issued 45 days after the end of the quarter to allow time for sales to be validated.



## TRACK YOUR PROGRESS!

Your progress toward the Director's Award and Badge Boosters will show up in real-time on your Quarterly Award dashboard on the Rewarding Excellence website.

# Annual Awards

AT THE END OF THE YEAR, EARN CASH FOR YOUR SALES ACCOMPLISHMENTS!

## ANNUAL BADGES

Training Requirement: *Annual Certification*

Score cash when you meet the requirements for these Badges!



### TOP 100 CDJR V.P. AWARD

**\$1,500**

Finish the year among the top 100 U.S. Sales Consultants for CDJR sales.



### TOP 10 FIAT V.P. AWARD

**\$1,500**

Finish the year among the top 10 U.S. Sales Consultants for FIAT sales.



### TOP 100 AFFILIATE REWARDS AWARD

**\$500**

Finish the year among the top 100 U.S. Sales Consultants for Affiliate Rewards sales.

## SALES PERFORMANCE AND CUSTOMER TREATMENT AWARDS



### PROFESSIONAL

**\$30 per vehicle sold with a 9 or 10 CX score.\***

Awarded to Sales Consultants with annual sales of 72–119 vehicles.



### MASTER

**\$40 per vehicle sold with a 9 or 10 CX score.\***

Awarded to Sales Consultants with annual sales of 120–199 vehicles.



### ELITE

**\$50 per vehicle sold with a 9 or 10 CX score.\***

Awarded to Sales Consultants with annual sales of 200+ vehicles.

*\*CX=Customer Experience. The 9 or 10 CX score applies to the score earned by the Sales Consultant.*

## NEW IN 2016! ANNUAL BUSINESS CENTER RANKING

Make sure you're one of the top-ranking Sales Consultants in your Business Center!



### TOP 100 CDJR DIRECTOR'S AWARD

**\$2,000**

Finish the year among the top 100 Sales Consultants for CDJR sales in your Business Center.



### TOP 10 FIAT DIRECTOR'S AWARD

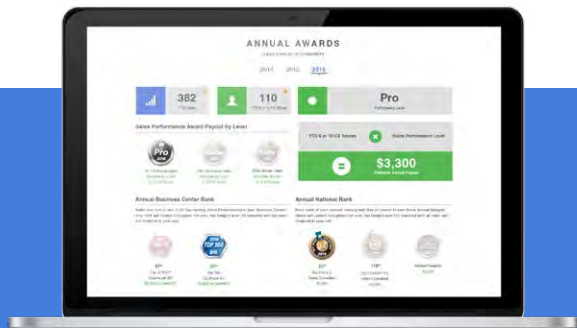
**\$2,000**

Finish the year among the top 10 Sales Consultants for FIAT sales in your Business Center.

*Annual Badge images will appear and payment will be issued in February 2017 to allow time for yearly sales to be validated.*

## CHECK YOUR RANKING!

You can see your current ranking on the Annual Awards dashboard on your Rewarding Excellence home page. Your ranking for each award will update throughout the year, but Badges will remain greyed out until all sales are finalized.







# New Card. Same Amazing Benefits!

THIS YEAR, WE'RE UPGRADING YOUR MASTERCARD® TO A REWARDING EXCELLENCE® VISA® PREPAID CARD!

Please Note: The first Rewarding Excellence payment on the new Visa cards will be made on April 15, 2016.

## 2016 CARD PAYMENT SCHEDULE

JANUARY (JAN 5–FEB 1)						
SU	M	TU	W	TH	F	SA
				31	1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24/31	25	26	27	28	29	30

FEBRUARY (FEB 2–29)						
SU	M	TU	W	TH	F	SA
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29					

MARCH (MAR 1–31)						
SU	M	TU	W	TH	F	SA
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

APRIL (APR 1–MAY 2)						
SU	M	TU	W	TH	F	SA
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

MAY (MAY 3–31)						
SU	M	TU	W	TH	F	SA
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

JUNE (JUN 1–30)						
SU	M	TU	W	TH	F	SA
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

JULY (JUL 1–AUG 1)						
SU	M	TU	W	TH	F	SA
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24/31	25	26	27	28	29	30

AUGUST (AUG 2–31)						
SU	M	TU	W	TH	F	SA
1	2	3	4	5	6	
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

SEPTEMBER (SEP 1–30)						
SU	M	TU	W	TH	F	SA
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

OCTOBER (OCT 1–31)						
SU	M	TU	W	TH	F	SA
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23/30	24/31	25	26	27	28	29

NOVEMBER (NOV 1–30)						
SU	M	TU	W	TH	F	SA
	1	2	3	4	5	
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

DECEMBER (DEC 1–JAN 3)						
SU	M	TU	W	TH	F	SA
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

## EXERCISE YOUR RIGHT TO REDEEM

With the **Rewarding Excellence Awards Catalog**, you can shop until you drop without even leaving your chair! Redeem your points for over 10,000 merchandise awards, three million digital downloads and more. Be sure to add items to your **Wish List** to track how close you are to getting them! And don't forget about these amazing award options:

- › **Travel by Design**  
Travel experts can help you plan your next getaway, whether you're looking to go across town or across the globe.
- › **Concierge Service**  
Let a customer service representative assist you with purchasing something that isn't in the catalog. (*You must have a minimum of 460,000 points to use this service.*)
- › **Concert and Game Tickets**  
Turn your points into tickets to see your favorite band or team.



The Rewarding Excellence Visa Prepaid Card is issued by The Bancorp Bank pursuant to a license from Visa U.S.A. Inc. The Bancorp Bank; Member FDIC. The card may be used everywhere Visa debit cards are accepted.

The Rewarding Excellence Prepaid MasterCard is issued by The Bancorp Bank pursuant to license by MasterCard International Incorporated. MasterCard is a registered trademark of MasterCard International Incorporated. The Bancorp Bank; Member FDIC. The card may be used everywhere Debit MasterCard is accepted.

# Track Your Progress Online!

*We've supercharged the Rewarding Excellence website to make tracking your progress easier than ever!*

Here's what you'll see as you scroll down your home page:

- 1 NAVIGATION BAR**  
Click on these links for reports and other program information.
- 2 PROGRAM UPDATES**  
Check this rotating banner for important program news.
- 3 AWARD BALANCES**  
See the points and cash you've earned. **NEW:** Live balance (available in April).
- 4 HOT LINKS**  
These links take you directly where you want to go.
- 5 SALES DASHBOARD**  
Here, you can see your sales for the current month and check your rewards eligibility and certification status. To see a previous month's sales, click on another month in the bar graph. For more details on any of these numbers, click on the orange plus sign in the corner of each box.
- 6 PROGRAM RULES**  
Review the official rules for all your Rewarding Excellence programs.
- 7 QUARTERLY AWARDS**  
See if you've achieved the Director's Award and Badge Boosters each quarter! These trackers fill in based on your current quarterly sales.
- 8 GAME PLAYS**  
When you have games to play, you'll come here.
- 9 ANNUAL AWARDS**  
Track your progress toward Annual Awards and see how much you stand to earn at year-end! Your rankings and sales data will update throughout the year, but the Badges will not appear until sales are validated in February 2017.
- 10 WISH LIST**  
View the items on your Wish List and visit the catalog to shop for awards!
- 11 BRAND AWARDS**  
Watch your Badges appear as you make your way toward V.P. Century Club for each brand! You can also check to see if you're on track for the annual Top 100 Sales Performers Badges.



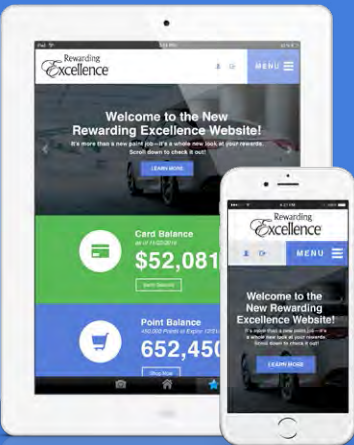
## LOG IN TODAY!

You'll access the program website from the **Rewarding Excellence Performance Center**.

- › Go to [RewardingExcellence.com](http://RewardingExcellence.com).
- › Log in using your SID/TID and password.
- › Click on the Rewarding Excellence icon under "Select a Program."

## QUESTIONS? CONTACT US.

888-887-6192 | [Questions@RewardingExcellenceCard.com](mailto:Questions@RewardingExcellenceCard.com)  
Monday through Friday, 9 a.m. – 9 p.m. ET  
[RewardingExcellence.com](http://RewardingExcellence.com)



**TAKE REWARDING EXCELLENCE WITH YOU!**

This website is as mobile as you are—track your progress on the go from your smartphone, tablet or other mobile device.