

INCENTIVE TRIP

CURRENT

INCENTIVE TRIP QUALIFICATION OPTIONS TABLE					
Criteria	Option A	Option B	Option C	Option D	Option E
Annual Points (Personal Sales + Specially Awarded Points)	40,000	33,000	27,000	21,000	15,000
AND	AND	AND	AND	AND	AND
Annual Personal and First-Level Promotions to Sr. Associate or Supervisor	0	2	4	6	8
AND	AND	AND	AND	AND	AND
Annual Personal and First-Level Promotions of Any Kind above Supervisor	0	1	2	3	4

EVERY YEAR, demonstrators have the opportunity to earn a fabulous, all-expenses-paid vacation for two. The current incentive trip program allows for five different tracks to earn the trip, based on a combination of sales, recruiting, and leadership. The new program will be entirely points-based, and allow demonstrators to earn one of two trips based on different ways of earning points.

NEW

There will be two different trips that demonstrators can earn: the Getaway, a 3-night domestic trip, or the Grand Vacation, similar to the current trip. Earning a trip will be entirely points-based, according to the chart below.

TRIP	POINTS REQUIRED
Getaway	30,000
Grand Vacation	40,000

CATEGORY	POINTS EARNED
Commissionable sales dollar	1
Promotions to senior associate (qualified recruit)*	1,500
Promotions to supervisor and above*	2,500
Convention attendance	500
Leadership attendance	500
Regional attendance	100
* personal or first level promotions	

Each trip is for two, and will include a Stampin' Up! presence and pillow gifts. Demonstrators cannot earn both trips. However a demonstrator who earns the Grand Vacation can forfeit that trip and attend the Getaway if she chooses. A demonstrator can cash out of whichever trip she earns and receive pillow gifts in addition to the cash amount.

SUMMARY

Why change?

Our annual incentive trip is one of our most exciting incentives, and we love having as many demonstrators as possible on the trip with us! We wanted to find ways to get more demonstrators on a trip with us, because once you earn it, you won't want to miss out again! The addition of the Getaway will give more demonstrators the opportunity to travel with Stampin' Up!, giving them more of an incentive to keep moving forward and ultimately earning the Grand Vacation.

Objectives of the incentive trip changes:

- Make the earning criteria more simple and flexible
- Allow more demonstrators to earn a trip



QUESTIONS & ANSWERS

Q: *Why can't I earn both trips if I earn enough points?*

A: The Incentive Trip program is designed to reward you for meeting a requirement, not necessarily for going above and beyond that requirement. The addition of another trip is to help more people travel with Stampin' Up!, not to provide an incremental benefit for exceeding the program requirements. However, as you do more in sales, recruiting, and downline promotions, you receive additional income through other programs such as overrides, volume rebates, and performance bonuses!

Q: *If I earn the Getaway, will I be able to pay to bring additional guests on the trip?*

A: No. The Getaway is a trip for you and a guest, but the buy-in option for additional guests will not be available for this trip. That option will remain in place for the Grand Vacation, however. Demonstrators wishing to bring additional guests on the Getaway are free to book their own travel and accommodations for those additional guests, if they choose.



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