



# 1<sup>st</sup> Annual GST Sales Conference Frozen Forum 2019

Sportsman's Lodge  
Lake Of The Woods, Baudette, MN  
January 7th – 10th, 2020

- Government Sales Strategizing
- Networking
- Ice Fishing



Register to qualify for this exciting sales contest and captivating conference provided by Government Solutions Team. Participating sales personnel will register for the contest and submit their qualifying units to compete for winning categories enabling the winners to participate in this unique sales conference at Sportsman's Lodge at Lake of the Woods. The conference will assist attendees in identifying how to further their skills in mastering the government market while enjoying networking opportunities with peers, sharing their successes, and strategizing in small group settings as they learn and enjoy the challenge of ice-fishing.

Contest rules and qualifying categories on back.

Register at: <http://www.GSTcontest.com>

Contact: Roseanne Haglin, GST @ 218-296-0243



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## Frozen Forum 2019

Lake Of The Woods – Baudette, MN Jan 7th – 10th, 2020

Qualifying dates: Jan. 1, 2019 – Aug. 31, 2019

Qualifiers announced at GIDEX 2019

### Qualifying Categories:

- |                              |   |
|------------------------------|---|
| <b>Top \$ volume</b>         | - Top (2) sales people by qualifying sales volume by \$                             |
| <b>Top # of machines</b>     | - Top (2) sales people by qualifying # of machines                                  |
| <b>Rookie of the Year</b>    | - Most qualifying # of units for rep having no Sourcewell sales in prior year       |
| <b>Most improved \$</b>      | - Top (2) sales people for most improved qualifying sales by \$ volume              |
| <b>Most improved #</b>       | - Top (2) sales people for most improved by qualifying # of machines                |
| <b>(2) “Draw of the hat”</b> | - reps get 1 “marble in jar” for each qualifying machine sold – random drawing      |
| <b>Weiler sales</b>          | - sales rep with highest Weiler sales volume by \$ sold through Sourcewell contract |

### Qualifying Criteria:

Qualifying sales will include only those sales of new machines settled under Gov19SOURCWL (Sourcewell contract) during the contest dates listed above (Weiler sales to settle with Weiler).

Contest participants must register by March 31, 2019 through GST website at [www.GSTcontest.com](http://www.GSTcontest.com)

Reps cannot qualify for more than 1 category. Awards are not transferable.

Qualifying machines and sales dollars will be calculated as those qualifying and reported to Sourcewell.

Sales volume calculations will be based on US dollars.

Watch for the “leaders’ board” on GST website...listing by First name, last initial & dealership

### **Terms of the award:**

Air travel (coach class) will be arranged and provided for recipients between their nearest major airport and the meeting location. Resort lodging and meals will also be provided while at the conference. Participants must purchase a short term MN fishing license at participant’s expense ([www.dnr.state.mn.us/licenses/fishing](http://www.dnr.state.mn.us/licenses/fishing)) approximately \$30-\$40.

The agenda will include morning and afternoon networking and small group discussion periods to occur in small-group, remote meeting rooms (see photos). A meeting agenda will be distributed to conference attendees.

This is a remote sales meeting/conference for sales leaders who meet the above stated criteria for one of the specified categories. We will not be issuing an IRS form 1099 to the conference attendees. Dates and location are tentative and could potentially change. Event details will follow for those who register and qualify.

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