



3rd Annual GST Sales Conference Frozen Forum 2021

Sportsman's Lodge
Lake Of The Woods, Baudette, MN
January 4th – 7th, 2022

- 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: Greg or Roseanne Haglin, GST @ 218-296-0243



3rd Annual GST Sales Conference

Frozen Forum 2021

Lake Of The Woods – Baudette, MN Jan 4th – 7th, 2022

Qualifying dates: January 1, 2021 – June 30, 2021

Winners announced at GIDEX 2021



Qualifying Categories:

- | | |
|------------------------------|--|
| Top \$ volume | - Top (2) sales people by qualifying sales volume by \$ |
| Top # of machines | - Top (2) sales people by qualifying # of machines |
| Rookie of the Year | - Most qualifying # of units for rep having no Sourcewell sales in prior year |
| Most improved \$ | - Top sales person for most improved qualifying sales by \$ volume |
| Most improved # | - Top sales person for most improved by qualifying # of machines |
| (2) "Draw of the hat" | - reps get 1 "marble in jar" for each qualifying machine sold – random drawing |

Qualifying Criteria:

Qualifying sales will include only those sales of new machines settled under Gov21SOURCWL (Sourcewell contract) during the contest dates listed above.

Contest participants must register by March 31, 2021 through GST website at www.GSTcontest.com

Reps cannot qualify for more than 1 category. Awards are not transferable and hold no cash value.

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

Sales volume calculations will be based on US dollars.

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) approximately \$35-\$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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