

CASE STUDY – Rewarding Top Performers

Issue: How to create a remarkable experience that will help drive sales results for nearly 225 high level, well-traveled sales team members and their guests, who want the experience of a lifetime?

Our Solution: Warm Rewards for a Job Well Done
Sales Incentive Trip to Los Cabos, Mexico

We took them to the warm, sandy beaches of Los Cabos, Mexico. Challenging activities with the flexibility to personalize the trip to suit individual tastes were provided. Thoughtful details from sarapes to sun survival kits were included. Each participant chose from a variety of activities - deep sea fishing, golfing, scuba diving and tours of the region. With a mix of group dinners and romantic one-on-one time, everyone walked away feeling appreciated, engaged and relaxed.



Results:

- 🌐 Customer satisfaction came in at 9.04 out of 10.
- 🌐 These were some of the attendee comments:
"It was pure motivation to qualify for the next trip!"
"The CaboWabo party might be the best party ever!"

