

# Competition 2019

# Team Reward

Based on the country **CB1 Jan-June on “premium” products.**

Due to the changes in our assortment taken place for both TC and napkins we will include Dunisoft, Dunilin, Evolin, Dunicel and LED (including accessories belonging to the LED CPG2) in the measurement.

The reward will be a percentage of the increase in CB1 (paid out from index 101) **to be spent on a team event.**

Below the scale:

- Index 101      1,0%,
- Index 102      1,5%
- Index 103      2,0%
- Index 104      2,5%
- Index 105      3,0%

- (The data will be taken from QV in LOC (with currency adjusted COGS in case euro is not the currency).



# Gamification 2019 (Individual competition)

Country specific	Yes
Measurement	New wallet lines in CRM ("marked is a new business") 3 points for Dunilin, 3 points for Evolin, 2 points Dunisoft Design, 1 points for LED
Measurement period	Centrally: Jan-June
Result reporting	Every month
Reward	Trip (similar like 2018)
Timing reward	Sept 2019