



Fellowes

FELLOWES OFFER **BIG REWARDS** FOR EVERY SALE MADE ON MONITOR ARMS AND DESKING

These are still challenging times for office products / furniture dealers as we await the opening up of more workplaces and the return to business. But desperate times can often present new sales opportunities; and this has certainly prompted a rise in demand for products that meet the needs of hybrid workforces for the new way of working.

Keeping employees healthy has never been more important, and as it's the employers' responsibility to look after their people, wherever they are working, the suitability of the workspace and the equipment being used is now looked upon as a top priority.

Height-adjustable desks and monitor arms are just two ranges that are currently in high demand; and with Fellowes' new sales incentive programme, office products / furniture dealers' can earn rewards for every sale they make from July through to December.

Big Monitor Arms Rewards

Monitor Arms present a massive opportunity, as we see more businesses choosing them to ensure employees can move their monitors to the right viewing position with the minimum of effort, as well as enjoy more desk space and being more productive.

Fellowes now offer one of the best ranges of monitor arms in the UK and Ireland. With over 60 SKUs across 5 designs - from free-standing solutions for the home environment to sophisticated models with gas spring technology and USB connectivity, there's something for every workspace situation - including being the perfect quick set-up answer for hot desking.

Fellowes' Big Monitor Arms Rewards Scheme offers a reward of up to £10 for every unit sold, plus an opportunity of a £500 reward for the best sales performance across the UK & Ireland during the promotion period.

Elevated Earnings on Height-Adjustable Desks

Fellowes' height-adjustable desks are now available to suit desktops from 1000mm in length, which make them ideal for homeworkers as well as office-based staff. Each desk comes with a host of advanced features, including intuitive height-adjustment controls at the touch of a button.

With **Fellowes' Elevated Earnings**, we're offering a reward of £25 for every unit sold, plus an opportunity of a £500 reward for the best sales performance across the UK & Ireland during the promotion period.

You can arrange for your team to participate in both sales' incentive programmes, which means a sale for 12 monitor arms and two Levado desks could earn up to £170.

To earn rewards for every sale made on Fellowes Height-Adjustable Desks and Monitor Arms, contact your Fellowes representative to organise a training session. Or email. salesadmin@fellowes.com for further details.



FELLOWES SALES INCENTIVE PROGRAMMES:

BIG MONITOR ARMS REWARDS AND ELEVATED EARNINGS

Terms & Conditions

1. The Sales Incentive Programmes will run 1st July – 31st December 2021 inclusive.
2. The Sales Incentive Programmes are only open to Office Products / Office Furniture Dealers who sign up to the promotion through an authorised distributor of Fellowes Ltd, or who open up a direct account with Fellowes Ltd.
3. A product training session is a mandatory part of the programme. The dealer will be entitled to a reward of £200 when their team participates in a product training session. £100 will be paid immediately following the training, and an additional £100 will be paid upon confirmation of the first sale of any products included in the Sales Incentives Programme. Only one training session per dealer will be entitled to Incentive Rewards of up to £200.
4. Incentive Rewards are payable on gross sales only.
5. Incentive Rewards will be paid out as detailed in the panels below.
6. Sales-out data and proof of purchase must be presented and proven prior to any Incentive Rewards being made.
7. The Incentive Rewards are subject to stock availability at the time of order confirmation for the range and SKU requirements. Incentive Rewards will not be payable on any unfulfilled orders as a result of non-availability of stock.
8. The £500 Incentive Reward will be paid to the best performing salesperson based on the highest single gross sale of monitor arms and height adjustable desks across all participating dealers throughout the UK and Ireland. The single sale can be for monitor arms, height-adjustable desks or a combined order for both monitor arms and height-adjustable desks. Only one amount of £500 will be paid as a reward for the best collective sale. There is not a reward for each individual category.
9. Payment will be made on all valid Reward/ Incentive claims when goods have been paid for in full.
10. Fellowes Ltd reserves the right to change, amend or withdraw the programmes at any time without giving prior notice.

Individual Sales Rewards	Reward per unit
Every Tallo™ sale	£10
Every Eppa™ or Platinum Series sale	£7
Every Reflex or Professional sale	£3
Every Levado or Cambio desk sale	£25
The highest valued single sale between 1st July and 31st December 2021 will receive a reward of:	£500