

zoom

Deal Registration SPIFF & Contest



Zoom + Telarus Deal Registration Incentive

Date: August 1, 2022 - December 31, 2022

Incentive Specifics

1) **Earn \$100 USD** for submitting at least **3 approved deal registrations** with Zoom prior to December 31st for Zoom Phone, Zoom Contact Center, or Zoom One Enterprise licenses.

PLUS

2) Sales representatives with the top amount of **pipeline generated** between August 1 and December 31, 2022 will receive **one of three grand prizes**:

- 1st place - \$3,000 USD
- 2nd place - \$1,500 USD
- 3rd place - \$750 USD

Important terms:

- Incentive period runs retroactively from August 1, 2022 to December 31, 2022
- Winners will be announced and payouts will happen at the culmination of the incentive period
- Telarus will manage payouts to Zoom agents at the end of the incentive period
- Zoom will provide bi-weekly updates on leaderboard rankings + notify reps who have achieved the 3 deal registrations necessary to receive the \$100 USD incentive
- Deal registrations for public bids (aka RFPs) will not be recognized in this contest unless a bid is won as we cannot grant deal registration exclusivity on these opportunities

Please email laura.jany@zoom.us with any questions!