## BUSINESS DEVELOPMENT TIPS

### POP UP INCENTIVE IDEAS

**Here are some ideas you can use for those busy days/weeks/months where you want to create a focus to encourage a high level of service and offer a reward to the team/individual for doing so.**

* Improve your client average over the week and you get $5 for every $1 you improve.
* Receive a $2 scratch it for every product sold today.
* Choose your favourite product for the week. Share what it is and why you love it. You get a $1 for every favourite product you sell this week.
* Improve your retention for the month and for each percentage point you improve you get $5.
* Improve your retention percentage for the month and for every percentage point you improve you get an hour off.
* Best idea for a great hashtag gets an hour off.
* Best idea for social post that is different gets to choose two products.
* Any idea for improvement in client service that is implemented gets an hour off.
* Special reward for recommending and selling a promotional package or bundle of services.
* Vote for the wow personal presentation person this week. Receive a pedicure or manicure from another salon/spa to enjoy a treat and check out their client service.
* Every review you receive this month you get $5.
* Most helpful person in the salon gets free coffee all week from coffee shop next door. Everyone gets to vote.
* Team incentive linked to next year’s Beauty Expo that starts in February.
* Team incentive. The salon owner puts $100 into an account each time the salon makes target to use for in-salon education with a “special educator”.
* Team incentive can be linked to gift vouchers sales especially Mother’s Day and Christmas.