



Program Dates

September 21, 1998 Kick-off
 End of short-term program:
 October 30, 1998
 (tentative) End of long-term program:
 December 21, 1998

The Official Rules

Criteria:

Short-Term Award

Salesperson:
FAE:

One SX registration approved by local rep and Actel FAE
 Five SX registrations among his branches

Long-Term Award

Salesperson:
(trip for 2 to Florida)

Total # of SX registrations (1 pt. per reg.)
 Total # of SX orders (2 pts. per order)
 Total dollar volume of SX orders (4 pts. per dollar)
 Total dollar volume of all Actel orders (2 pts. per dollar)

Individual FAE:
(trip for 2 to Florida)

Total # of branch SX registrations (1 pt. per reg.)
 Total # of branch SX orders (2 pts. per order)
 Total branch dollar volume of SX orders (4 pts. per dollar)
 Total branch dollar volume of all Actel orders (2 pts. per dollar)

Branch:
(night out on the town)

Total # of branch SX registrations (1 pt. per reg.)
 Total # of branch SX orders (2 pts. per order)
 Total branch dollar volume of SX orders (2 pts. per order)
 Largest % increase over last year POS; same timeframe
 of Actel sales (2 pts. per % increase)

Awards:

Short-Term Award

X-fighter Thrustmaster joystick bundled
 with Quake software
 (delivered in 72 hours)

Long-Term Grand Prizes

Individual Salesperson

Trip for two to Florida, tickets to CART races
 Skip Barber Racing School

Product Manager

(PM from winning salesperson's branch).
 Trip for two to Florida, tickets to CART races
 Skip Barber Racing School

Individual FAE

Trip for two to Florida, tickets to CART races
 Skip Barber Racing School

Branch

Entire branch gets a night out on the town
 compliments of Actel

Runners-Up

Casio Pathfinder watch

Winners in all categories

Individual salesperson: 3 winners
Product Manager: 3 winners
Individual FAE: 3 winners



What the lawyers

told us to say:

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