

# Incentives and Rewards

## Q1 2021 Incentives

Incentive	Requirement	AM Amount	SE Amount
Approved Deal Registration Submitted date: Jan 1 <sup>st</sup> – March 31 <sup>st</sup>	Submit a deal registration for a net new opportunity	\$300 (only 1 person can receive this incentive)	\$300 (only 1 person can receive this incentive)
Closed Won Deal Channel Initiated Deals ONLY Closed date: Jan 1 <sup>st</sup> – March 31 <sup>st</sup>	\$150k-\$500k deal size \$500k-\$1M deal size >\$1M deal size	\$2,000 \$4,000 \$8,000	\$1,000 \$2,000 \$4,000
ROI Assessment	Details coming soon		