



# Get in the Game!

## Q4 Mitel Sales SPIFF

October 1- December 31, 2016



Take advantage of Mitel's Sales SPIFF for Q4 and start earning today.

Mitel is offering a great SPIFF program to our Insight sales teams. Earn new business while enjoying some extra compensation.

**Now through December 31, 2016, you can earn \$50 for every BANT qualified lead that you work with Mitel.**

You get the conversation started and we'll pay you for every qualified prospect through December 31, 2016.

### Rules:

- Valid for BANT leads submitted between 10/1/16 and 12/31/16
- Your Mitel Channel Account Manager will enter the information on all qualified leads for this SPIFF, and you'll be paid the following month.



Contact Evan Weintraub, Cloud BDM – [Evan.Weintraub@insight.com](mailto:Evan.Weintraub@insight.com) or ext. 7731 or [Insight@mitel.com](mailto:Insight@mitel.com) for more information.

#### ADDITIONAL TERMS AND CONDITIONS

Bonus is for BANT qualified leads only. BANT qualified lead is which completes a Discovery call and results in a sales opportunity generated. All leads must be submitted by December 31, 2016 to qualify. Bonus payment will be paid to Insight Account Manager within 30 days of submission. Master Agent is solely responsible for final payments to their sub-agents or qualifying channel. Bonus described herein is exclusively for the Agents associated with and in good standing with the Master Agent referenced in this program announcement. Mitel reserves the right to cancel, suspend or modify this promotion and to rule in any dispute surrounding this program at its sole discretion. Mitel will also solely determine qualification for payment on any individual account submission. Mitel reserves the right to cancel, suspend or modify this promotion and to rule in any dispute surrounding this program at its sole discretion.

