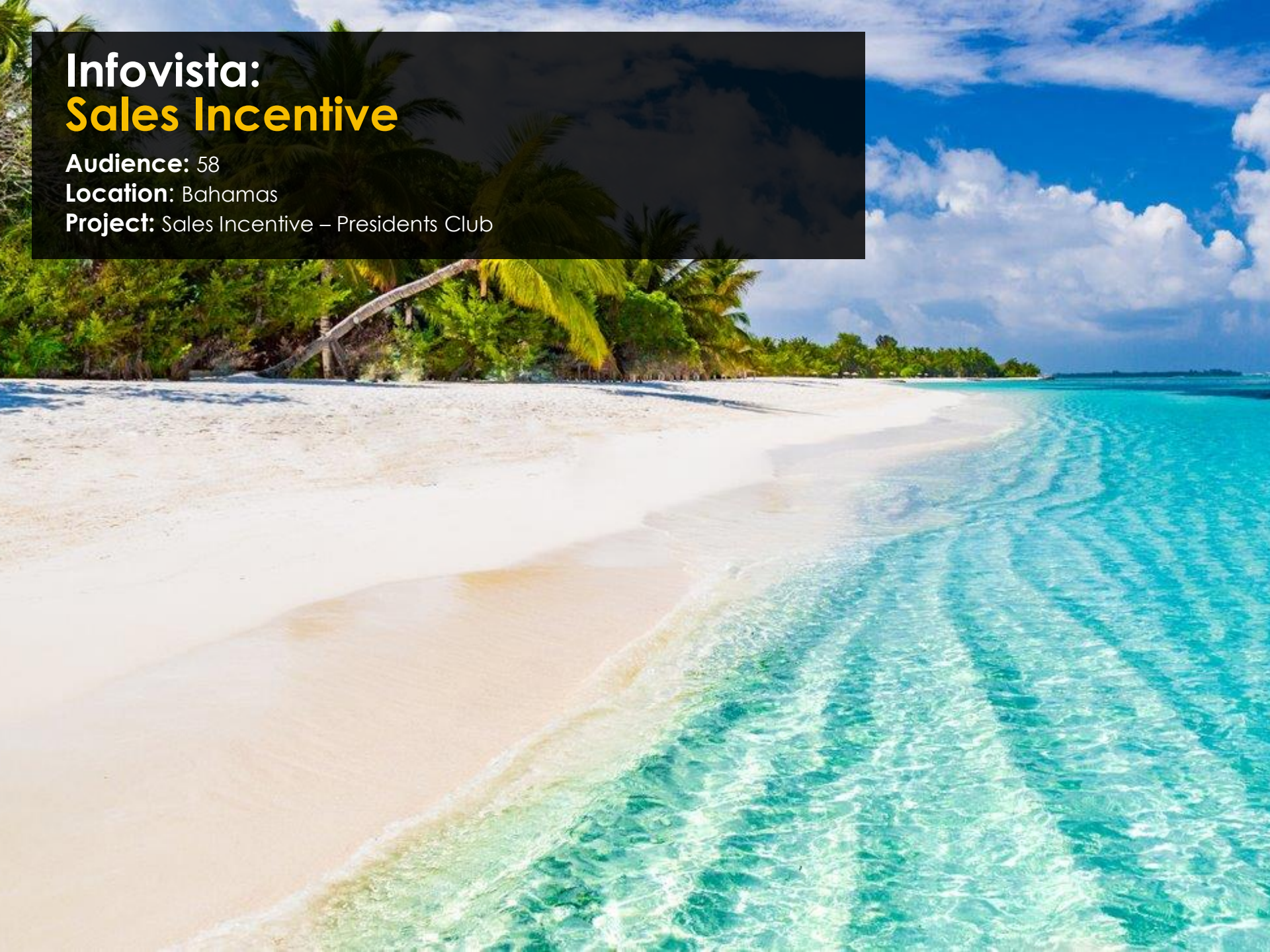


# Infovista: Sales Incentive

**Audience:** 58

**Location:** Bahamas

**Project:** Sales Incentive – Presidents Club





## Background & Objectives

Infovista is the partner of choice for delivering networks people love. As a global leader, they empower Communications Service Providers and Enterprises to enhance network lifecycles.

Our brief, to find a stunning, inspirational destination for the global top sales performers to come together to celebrate.

## Planning & Preparation

MotivAction worked with Infovista running their overseas incentive programme to Vietnam the previous year so we had a good idea of what works for the group.

After reviewing destinations we held a site visit in the Bahamas and started to shape the programme. We created a bespoke website that enabled all sales staff to engage and then sales achievers were given access to a winners website, which enabled their guests to also log in and select activities.



# MotivAction

Motivation Communication Events





## The Event

The event highlights included:

- Powerboat adventure tour
- Snorkelling, SUBS and SNUMBA
- Food and Cultural Tour
- Rum-infused culinary & historical tour
- S2 Tank Diving
- Spa treatments
- Private Island day visit
- Wine Tasting

## Results & Outcomes

The event was a roaring success with a combination of fun filled activities and beautiful relaxing beaches. We had exclusive use of boutique hotel that the winners and their guests could relax in during down time.

## Testimonial

A note to say WOW and thank you. You are amazing to work with – patient (with guest and me), capable, meticulous, solution orientated and dedicated.

We look forward to working with you & MotivAction again.



# Our Integrated Services

## Motivation

Incentive Programmes  
Recognition Schemes  
Performance Improvement  
Loyalty and Reward  
Culture Change

## Communication

Brand Experiences  
Product Launches  
Field Marketing  
Web, film and multimedia  
Graphic design and print

## Events

Conferences and Meetings  
Team Building  
Parties and Celebrations  
Activity Days and Fun Days  
Overseas Events



**MotivAction**

Motivation Communication Events

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