



Ensim I3 Rebate Program

How to Spend your Rebate Dollars...

You've worked hard to get this far, now it's time to have fun with your money and put it to work to sell more Ensim Private Servers. This list of marketing ideas is intended to provide you with inspiration on how to spend your money for maximum results!

- Provide rebates to your resellers based on the number of Private Servers or domains they sell
 - 0-20 Private Servers per month = 1-3%
 - 21-40 Private Servers per month = 2-4%
 - 41-60 Private Servers per month = 3-5%
 - 61-80 Private Servers per month = 4-6%
 - 81-100 Private Servers per month = 5-7%
- Conduct a direct mail campaign to bring on more resellers
- Create an ad campaign and blast the web with your name and marketing messages
- Hold a contest give away for your top sales representatives. Consider the following:
 - Trips or cruises for two to Hawaii, the Caribbean, or the Mexican Riviera
 - Tickets to the Super Bowl, World Series, Kentucky Derby, World Cup
 - Frequent-flyer miles
 - A new car lease
 - Free golf clubs
 - Memberships in Health or Tennis clubs
 - Gift certificates
- Hold a seminar or special training session for your resellers
- Hire an inside sales rep to proactively recruit more resellers
- Run ads in targeted industry publications, local newspapers, computer magazines, business publications or on a billboard or sign
- Have a company off-site sales incentive meeting
- Invest in Ensim Professional and Consulting Services or additional training courses
- List your name in more search engines
- Outsource a newsletter for your resellers to send to their end-user customers
- Sign up for a local tradeshow
- Participate in an Ensim-sponsored tradeshow or event

Please feel free to contact the Ensim Marketing Department for additional information or assistance in planning how to spend your rebate dollars. Contact Renee Patton at (408)735-3382 or renee.patton@ensim.com. Happy Spending!