



STOCKTON PORTS

CLASS A ADVANCED AFFILIATE OF THE OAKLAND ATHLETICS

71 Ways to Grow Your Business Through Stockton Ports Season Tickets

Client Growth

1. Take a potential customer to the ballpark to close the sale.
2. Split tickets up between sales reps to use for their clients
3. Invite a customer who hasn't done business with you lately.
4. Reward a client who gave you a recent referral.
5. Give to customers who make timely or in full payments.
6. Take one of your top customers for their birthday
7. Take a long term customer as a "Thank You"
8. Use as an invitation to prospects who you want to showcase a new product or service to.
9. Use as a thank you for a newly acquired client
10. Use tickets to win back a customer who recently had a problem or complaint about your business.
11. Thank a customer who recently praised you company (complimentary email or yelp review).
12. Take a prospect that does business with your competitor.
13. Package tickets with product to promote sales.
14. Use as an incentive to get customers to your business or get in front of them. (Free tickets for a consult, bid, meeting)

Employee Rewards

15. Give to a new employee as part as a welcome package.
16. Use to improve communications with key co-workers.
17. Have a drawing at work and give to a lucky employee.
18. Give as a "thank you" to a retiring employee
19. Give as a "thank you" to an employee who stays late or is asked to work over the weekend.
20. Give to an employee who is consistently accurate.
21. Show your appreciation to a company intern.
22. Invite multiple employees to a game for a meeting at the ballpark.
23. Reward 100% attendance.
24. Reward employees for meeting certain safety goals.
25. Surprise employees by giving everyone or a department tickets in with their checks.
26. Give to part time employees to show appreciation.
27. Reward an employee who shows up early before the rest of the staff.
28. Show appreciation to receptionist/office manager.
29. Give them as a reward to customer service department when satisfied an angry customer.
30. Send your co-workers or subordinates to a game together to promote bonding.
31. Give to employees as birthday gifts.
32. Take a prospective employee to a game while they are in town.
33. Give to an employee who exceeds his or her duties.
34. Congratulate an employee on a recent promotion.
35. Use tickets as part of your employee of the month rewards package.

Sales Incentives

36. Run a sales contest with your staff with tickets as a prize.
37. Give tickets to a salesperson that makes the most sales calls in one day.
38. Give tickets to a salesperson that has the most appointments in one week.
39. Have salesperson take tickets on a sales meeting as a thank you to prospective client.
40. Give to a salesperson for upgrading a current client.
41. Give to a salesperson that renews the most clients.
42. Use tickets as an early bird incentive to clients who renew or pay in full early.
43. Give to salesperson to use for client drop ins for both current and prospective clients.
44. Use tickets to boost sales atmosphere. (first person to make a sale gets tickets, etc...)

Vendor Relations

45. Reward suppliers and vendors who meet deadlines.
46. Reward a service employee from another company who delivers/fixes/etc... a product or service for you.
47. Give tickets to the office cleaning crew as a "thank you"
48. Give tickets to a potential vendor to enhance business relationship.
49. Give tickets to your company's security officers as a "thank you"
50. Give tickets to an outside training service that you use.
51. Put tickets in with a payment to a vendor or supplier as a "thank you"

In The Community

52. Thank Volunteers or their contribution.
53. Donate Tickets when being solicited for donations from nonprofits
54. Give tickets to a charity and use it as a tax write-off
55. Give tickets to your mechanic, dentist, doctor, etc...
56. Give tickets to a Good Samaritan.
57. Give tickets as a donation to the local Boys & Girls club.
58. Give them to a local children's sports team that you may sponsor.
59. Use tickets for trade opportunities for your business to save money.
60. Give tickets to a club that you participate in (Lion's club, Kiwanis, Rotary etc...)
61. Use tickets as raffle prizes that you may be doing in the workplace.
62. Use tickets to help with networking efforts.
63. Offer tickets to someone who has offered you helpful business advice.
64. Give tickets to associates in position to recommend you or your business.
65. Give tickets to someone that you owe a favor.

Personal Use/At Home

66. Use tickets to thank a neighbor who takes care of your pets or mail while away.
67. Use a way to gain quality family time for yourself and family.
68. Reward children for good grades.
69. Treat a friend or family member on their birthday.
70. Donate tickets to your favorite charity.
71. Welcome a new neighbor or friend to town.