



TRAVEL INCENTIVE CRITERIA

To earn your place on this trip of a lifetime, you must:

ACHIEVE 'GOLD LEVEL' MEMBERSHIP FOR THE BUSINESS DEVELOPMENT PROGRAMME IN EACH OF THE FOLLOWING THREE SEASONS:

- **May – August 2019**
- **September – December 2019**
- **January – April 2020**

(This excludes all Team Leaders promoting for the first time in 2019. To win a place on the 2020 Travel Incentive trip, please refer to the wildcard prize draw section below.)

AND

BE PERSONALLY ACTIVE* EVERY MONTH OF THE 2020 TRAVEL INCENTIVE PERIOD

WILDCARD PRIZE DRAW

The wildcard prize draw is for all Organisers who promote to Team Leader status for the first time between January - November 2019.

One newly-promoted Team Leader will win a wildcard place on the 2020 Travel Incentive trip through the wildcard prize draw in January 2020.

You can be entered into the draw to win the wildcard place multiple times

To receive one entry into the prize draw, you must:

- **Promote to Team Leader status between January and November 2019**
- **AND you must be paid at Team Leader status in December 2019**
- **AND you must be personally active* every complete calendar month of the 2020 Travel Incentive period that you are with Usborne Books at Home.**

To receive additional entries into the wildcard prize draw, you must first have satisfied the criteria above. Then, for each month that you are paid as* a Team Leader (following your promotion) your name will be entered into the prize draw again.

Re-promoting Team Leaders

Organisers who re-promote to Team Leader status between January and November 2019 will only get **one entry** into the wildcard prize draw as long as they also achieve the following criteria:

- You must be paid at Team Leader status in December 2019
- You must be personally active* every complete calendar month of the 2020 Travel Incentive period that you are with Usborne Books at Home.

TERMS AND CONDITIONS

Business Development Programme

There are three *Business Development Programme* seasons in a year:
January-April May-August September-December

To achieve Gold level membership on the Business Development Programme in a season, you must qualify in the previous season, i.e.

- To achieve Gold level membership on the Business Development Programme in the May to August 2019 season, Organisers must qualify between 1st January and 30th April 2019.
- To achieve Gold level membership on the Business Development Programme in the September to December 2019 season, Organisers must qualify between 1st May and 31st August 2019.
- To achieve Gold level membership on the Business Development Programme in the January to April 2020 season, Organisers must qualify between 1st September and 31st December 2019.

For all prevailing terms and conditions of the Business Development Programme, please refer to the Usborne Books at Home website.

Wildcard Prize Draw

- A newly-promoted Team Leader (including Organisers re-promoting to Team Leader status) will receive one entry into the wildcard prize draw on promotion.
- For every month a first-time, newly-promoted Team Leader is paid at their new status, following their promotion; their name will be entered into the wildcard prize draw to win a place on the 2020 Travel Incentive trip e.g. If an Organiser promotes to Team Leader status in February and is then paid as* a Team Leader in March, April and May, they will have one entry for each month they achieve payment at their new status i.e. one for March, one for April and one for May, in addition to the one entry for their promotion.
- Organisers re-promoting to Team Leader status will only receive one wildcard prize draw entry.
- For any newly-promoted Team Leader that demotes and then re-promotes within the incentive period, they will be classed as a re-promotion and will only receive one entry into the wildcard prize draw.
- Only one wildcard will be drawn for one place on the 2020 Travel Incentive trip. Please note that the place will not be offered to another wildcard entrant should the winning wildcard Organiser not be able to attend.
- All newly-promoted Team Leaders (including re-promotions) must also be paid as* a Team Leader in December 2019, to be entered into the draw.

The wildcard prize draw will take place early January 2020.

General terms and conditions

- The duration of the 2020 Travel Incentive period is 1st January to 31st December 2019 inclusive.
- All prevailing rules, terms and conditions of the Organiser Handbook and Organiser Agreement apply to this incentive and its participants.
- If, in the company's opinion, any rules or terms and conditions have not been adhered to (either in fact or in a manner which is considered to be prejudicial to the company's best interest), the company reserves the right to disqualify any Organiser from this incentive.
- Incorrect or late orders, Agreements or payments will not be valid.
- Any travel paid for by Usborne will start from the relevant UK departure airport.
- All flights and excursions may be subject to change by the operators.
- The dates of travel for the 2020 Incentive are unconfirmed and may be subject to minor amendments, caused by external factors such as flight changes.

* The definition for "Active", "Paid as", "Personal Sales", and "Personal Team Sales" are outlined in the Organiser Handbook.

