

What's your story?

**Haven't identified a successful application yet?
What are you waiting for?**

You make observations and recommendations regularly, that help customers improve their productivity. Simply write down the details and tell how they benefited!

Here's what to do....

1. Identify a customer with a successful application.
2. Take a Team approach with your Inside/Outside Service Representative.
3. Gather information using the questionnaire form. Expand on the details. Concentrate on the customer benefits.
4. Talk to the customer to get their perspective and proof of the solution's success.
5. Submit to Bob Kleason (Minnesota Office) by deadline.
6. Start planning your next quarterly entry.

Everyone is a Winner!

Our customer gains a unique solution providing increased productivity!

We build a further advantage over our competition!

You gain cash rewards and national recognition for your efforts!



**Remember – CAS is more than just a contest;
it's increasing the value and benefits offered to your customer!**