

2015 3M Select Rewards Program

Welcome to the 2015 3M Select Rewards Program, featuring the products from 3M Communication Markets. Select Rewards is one of the several incentive programs from the 3M Marketing Advantage Program (MAP) developed to reward our distributor partners for selling qualifying 3M product through the channel.

Select Rewards is a “frequent seller” program that rewards distributor inside and outside sales reps for selling qualifying 3M products. Inside and outside sales representatives receive “points” for every dollar of qualifying 3M product they sell. Additional points may also be available throughout the year through various promotions or programs.



Earn rewards for supporting 3M

Inside and outside sales reps can log into their very own Select Rewards online account to see their account balance and redeem points for exciting merchandise such as sports gear, hunting and fishing equipment and electronics. Points can be redeemed immediately, or may be accumulated to buy higher point items. Points can even transfer year-over-year.



Influencer Option

In addition to the distributor sales team earning points, the “non-selling influencer” (typically a branch or sales supervisor) will have the option of receiving a percentage of the points earned by their team. The non-selling influencer is identified and agreed upon between the distributor and the 3M representative during program registration. Additionally, the non-selling influencer will be responsible for maintaining the branch roster for the program; motivating, training and influencing the program.

Sign Up and Participation Requirements

If you and your team are already signed up, there is no need to sign up again.

If your team is signed up but you are not, talk to your branch manager or sales supervisor and ask them to add you to the roster. In order to participate in the program, distributors must be able to provide monthly, weekly, or daily non-contract* point-of-sale (POS) reports at either a local, regional, or national level. The following information must be included on the report, by individual:

- UPC code
- Acquisition price
- Date of transaction
- Quantity
- Customer name
- Inside or outside sales representative

In situations where an outside and inside sales team work together on a sale, the report must split the credit amongst the two.

To continue annual participation, Distributor must show year-over-year growth. Should these growth goals not be met, continued participation in the Select Rewards program will be at 3M's discretion.

To sign up, please contact your local 3M sales representative.

*Exclude purchases at contract pricing to AT&T, Verizon, Windstream, CenturyLink, Cincinnati Bell and Frontier; and exclude any extension of contract pricing related to the above referenced contracts to contractors. Applicable contracts and key accounts may change throughout 2015. If you are responsible for uploading the monthly reports, sales to these companies must be excluded from your report.

Program available at individual branch locations of 3M Communication Markets division's authorized distributors ONLY. All orders are subject to verification by 3M Communication Markets division. 3M has the option to change or terminate the program at any time.

3M is a trademark of 3M Company.



Communication Markets Division

6801 River Place Blvd.
Austin, TX 78726-9000
800/426 8688
Fax 800/626 0329
www.3M.com/MyTelecom

Please recycle. Printed in USA.
© 3M 2015. All rights reserved.