

# YOUR LONG ISLAND DUCKS SEASON TICKETS ARE VALUABLE

## 70 WAYS TO USE YOUR LONG ISLAND DUCKS

How do you benefit the most from 70 regular-season games? Here's a list of suggestions to help you plan ahead:

### CLIENT ENTERTAINMENT

1. Invite a customer who hasn't done business with you recently
2. Take a loyal customer for his or her birthday
3. Take a potential customer and close the sale in the ballpark
4. Take a long-term customer to lunch to say "thanks"
5. Take one of your smaller accounts and try to enhance their business with you
6. Reward a customer who gave you a referral
7. Win back a customer who has a problem or a complaint with your company
8. Thank a customer who praised your company
9. Take someone who does business with your competitor
10. Thank a new customer for his or her business
11. Offer tickets to a customer for the holiday
12. Give to a customer who has been sick as a "Get Well Soon" present
13. Give to a customer who makes timely payments or in full

### EMPLOYEE REWARDS

14. Improve communications with key co-workers
15. Help part-time workers feel like part of the organization
16. Give tickets to the person who came in the earliest
17. Have a drawing at work and give them to a lucky employee
18. Reward the employee who comes up with savings suggestions
19. Reward for being accident free inside the shop
20. Reward 100% attendance
21. Say "thanks" to a retiring officer or employee
22. Welcome a new employee to the company with tickets
23. Give them to your secretary or assistant on Secretary's Day
24. Give them to a manager whose department exceeded its goals
25. Give them to a frontline person who satisfied an angry customer
26. Put a smile on an employee's face that is stressed out
27. Show your appreciation to a company intern
28. Send your co-workers/subordinates to a game together
29. Give to an employee who doesn't get commission to boost morale
30. Give tickets to an employee who left the latest last night
31. Give tickets to your payroll department
32. Give to an employee who has worked the most overtime
33. Reward the department that hits their quota for the week or month
34. Give tickets to an employee on his or her birthday
35. Give tickets to an employee as a "Get Well Soon" gift
36. Give them to your drivers for being on time
37. Give them to a prospective employee who may be in town
38. Congratulate an employee who exceeded his/her duties
39. Applaud employees for hitting his/her yearly goal
40. Give to the employee who is always punctual

### SALES INCENTIVE

41. Give to an employee who schedules the most appointments in house
42. Reward an employee for making the most appointments out of the office
43. Run a sales contest and reward the winner with tickets
44. Package them in a product to promote sales
45. Give your tickets to the person making the most additional sales
46. Give to the employee who generates the most new business
47. Give to the employee who has made the most sales calls during a particular day
48. Give tickets to an employee who makes the most cold calls in one day
49. Give to an employee who renews the most account

### VENDOR RELATIONS

50. Reward suppliers and vendors who help you meet your deadline
51. Offer tickets for on time delivery
52. Offer your tickets to your accountant or lawyer who has done a great job
53. Offer your tickets to the service person from your company who has "taken care of you"
54. Offer your tickets to someone who always gives you great service
55. Give tickets to your office cleaning crew as a thank you
56. Give to potential vendors to enhance your business relationships
57. Use your tickets for trade opportunities
58. Give them to your company's security officers
59. Give tickets to an outside training service

### NETWORKING

60. Boost your own career potential by networking (It's not what you know, it's who you know)
61. Offer them to someone who has given you helpful business advice
62. Enhance relationships with those in a position to recommend you or refer your business
63. Give tickets to someone that you owe a favor
64. Give to members of a club that you might join or be in

### PERSONAL

65. Thank your neighbor who takes care of your pets, gets your mail, etc.
66. Give them to your child's teacher as a thank you for their help
67. Give thanks to your family and friends by treating them to a game.
68. Give tickets to a representative on your local school board or union for goodwill
69. Give to your mechanic, landscaper, dentist, doctor, etc.
70. **Use them yourself –**