

# INCENTIVE PLAN NOTES

- We strongly encourage you to create incentive plans for your families to participate in the program. **You will raise significantly more money if you do. Please fill out [this form](#) to submit your incentive plan** Incentive plans can be team-based or individual-based.

## TEAM-BASED INCENTIVES:

- A team-based incentive is giving a team a reward for hitting certain fundraising milestones.
  - We are able to provide you with team-specific tracking, but **you will need to submit your details via the form provided by TeamSnap by the Friday after the first training call in order to do so.**
  - We can only accept up to 60 team names per organization. Once you submit the list, we cannot edit the team names
  - Please note we cannot set up player names as teams

## INDIVIDUAL-BASED INCENTIVES:

- An individual-based incentive is giving individuals rewards for hitting certain fundraising milestones.
  - The average person completes 25 surveys, so you should think of ways to incentivize them to get as close to 75 as possible
  - We are able to provide a range of dollars raised that a parent completed at the end of the program to help you run this incentive program.
    - The ranges are 0-9, 10-24, 25-49, 50-74, and 75
    - You should tie any individual incentives to the low end of these ranges
  - We can add a text box that asks parents to put the name of the player they are associated with so you can associate aunts, uncles, grandparents, etc. with certain players and do bigger incentive programs.
  - [Example final individual report](#)
  - **Please note you are no longer allowed to offer a direct giveback based on the number of surveys taken by one individual (ex. \$25 off registration if someone completes**

**25 surveys). You won't know how many surveys are taken by an individual or supporting a specific player.**

**Important:** On average, HundredX will remove between 15-20% of submitted feedback throughout the campaign. However, individual feedback ranges will count non-qualified feedback towards an individual's total. For example, if someone takes 55 surveys and 12 are deemed non-qualified, the final report will still show they took 50-74 surveys.

If you are offering an incentive, please be conservative and estimate that you will receive at least 80% of the reported numbers after the quality review.

### Incentive Examples

| Type       | Example  | What We Need                          | Reporting Output   |
|------------|--|---------------------------------------|--|
| Team       | Highest-earning team gets a free tournament  | List of team names                    | Daily updates with fundraising grouped by team   |
| Team       | Highest-earning team in each age group gets free swag  | List of team names                    | Daily updates with fundraising grouped by team   |
| Team       | Teams get a % of what they raise for league/tournament fees, equipment, etc.                                   | List of team names                    | Daily updates with fundraising grouped by team   |
| Individual | Raffle entry for every 25 surveys completed, with the winning player receiving discounted or free registration | Outline of your individual incentives | A list at the end of the program showing who supported each player and a range of how many surveys they took, <b>not an exact number</b> |
| Individual | Player with the most people taking   | Outline of your individual            | A list at the end of the program   |

|            |  |                                       |  |
|------------|--|---------------------------------------|--|
|            | at least 50 surveys supporting them gets a prize                                       | incentives                            | showing who supported each player and a range of how many surveys they took, <b>not an exact number</b>                                  |
| Individual | Swag for everyone who hits a survey benchmark (Water bottles at 25, Shirt at 50, etc.) | Outline of your individual incentives | A list at the end of the program showing who supported each player and a range of how many surveys they took, <b>not an exact number</b> |

## INCENTIVES HISTORICAL PERFORMANCE

| Incentive Type                   | Amount Raised (Average) |
|----------------------------------|-------------------------|
| <i>Team + Individual</i>         | \$4,378                 |
| <i>Team</i>                      | \$3,824                 |
| <i>Individual</i>                | \$2,422                 |
| <i>None or Organization-Wide</i> | \$545                   |

| Incentive              | Amount Raised (Average) |
|------------------------|-------------------------|
| <i>Free tournament</i> | \$4,503                 |
| <i>Free Gear</i>       | \$3,414                 |
| <i>Raffle Entry</i>    | \$2,615                 |
| <i>Party</i>           | \$1,163                 |
| <i>Gift Card</i>       | \$767                   |