

Name	Goal	Reward	Consequence
John Aarts	Run 10km in 55 mins	Do Taupo team event in 2012	No toffee pops for 2 months
Sabina Andersen	Generate 12 newsletters and sent out 2 to Pohutukawa Ave, Ocean Rd, Harbour Rd	Commission increase to 60%	Not allowed to smoke at work for 10 weeks
Sue Baker	Do an introduction letter and farm Seddon St, Carnot St and Grey St 3 times	Week in Melbourne	Leave car at home and walk to work 3 days a week
Lindy Blake	List a lifestyle property	Day spa treatment	Give my prized long black leather coat to charity
Julie Brown	New residential listing (not lifestyle)	Dinner at Volante's or Spumanti	No alcohol for one month
Kit Brown	4 listings and 4 sales	Weekend away	Door knocking in BDA
Megan Brown	List 5 houses and sell 4	Take family out for dinner to Yum Cha	Door knocking
Lee-Anne Butler	Develop social networking strategy for company with action plans and dates/time frames	Day off work shopping	No television for two weeks
Maurice Butler	Achieve 100% happy vendors by reviewing listings and contacting fortnightly	Weekend in Wellington with Lee-Anne	Shout the office a BBQ dinner including drinks
Dean Cole	Achieve 10 units	Golf round at Kauri Cliffs	No golf for 8 weeks
Karen Collins	List or sell 3 properties	New laptop	Sell my diamond ring
Sarah Craig	Reach goal weight. Learn as much as possible about work from colleagues	Shopping for new clothes	No shopping
Katherine Cross	Increase personal	Family holiday	Miss the girls

	income by \$200 per month by getting at least 2 new managements a month. Have control of portfolio. Take mum on overseas trip before Christmas	overseas	hockey matches on Saturdays
Sonia Dickson	3 new listings in Papamoa. Put up new signs and mail drop/call for three days a week in the area	Weekend away	Cold call full database within a week
Emma	Save \$1000 for wedding dress. Pass criteria for Police Force	Get married in Rarotonga	Collect spiders for one week
Cedric Foote	Get 4 exclusive listings with some vendor paid promotion	Take my wife out to dinner	Hand in my resignation
Val Helmbright	Achieve 6 listings and 4 sales	\$3500 into travel fund	Let my husband drive me around the hill on the farm on the back of the ute (hate heights, hills, angles...)
Jane Hill	8 sales and 6 exclusive listings	Go to the Glaciers	Hold a tarantula
Ken Hoare	Make 8 calls to database per day	Weekend way with Marg in luxury accommodation	Give up booze for 2 months
Scott Jarrett	List or sell 8 units	Trip to the casino at Sky City	No casino for 8 weeks
Jenna	Let 25 properties per month. Cook proper meals every night except Tuesday	Go ice skating/Rainbows End/Kelly Tarltons	Raw egg shot
Fiona Jones	List 10 properties	Pamper weekend	No shopping for 3 weeks
Michael	Get a contract	Diving holiday with	Find an ordinary

Kemmerer	with the National Party of NZ to sell and rent suggestion boxes, min 100 units, have positive cashflow and passive income for the next 4 years and have the contracts signed before 20 th May	my partner and see my children in Germany	job
Piet Kil	Sign up 3 listings while Marjorie is away	Take one week to sail Lake Taupo	Run one hour each morning for the rest of the year
Sue Knowles	Finish work at 5pm every day	Friday night drinks with girls	No drinks on Fridays for one month
Allison Laursen	Design a newsletter for my Edgumbe market and achieve 10 lists	Ask for commission rate to increase to 60%	Sit outside the office with a baked bean tin and sign (in 10 weeks I haven't achieved my goal, made NO omission. Please feel so sorry for me!) and pretend to be blind
Raechel Leishman	Have all 43 May inspection reports typed before the end of June and out to owners	New handbag	Bungy jump
Ian McDowell	Complete the 100 th celebration for the company. Complete writing history book of 52 pages	Night of celebration	No wine for one month
Kathryn McKay	Read one book/watch one DVD on sales success per week and pass info on	New camera	No clothes/shoes shopping till September

	to staff at Monday meeting		
Fay Menzies	10 new listings	10 days in Brisbane	10 cold calling – door knocking
Tim Neill	6 listings	Dinner for 2	No takeaways for one week
Kim Patel	Reach goal weight and complete Taupo marathon. Take on portfolio and manage successfully	Shopping spree in Aussie and start house renovations	Bungy swoop
Gayle Patterson-Gray	List 6 new properties and sell 3	Get my hair done	Door knocking
Len Pemberton	List/sell 10 properties	Trip to Australia for Bronnie and I (and not touch our business budget)	Do community service for 20 hours, unrewarded
Kevin Richardson	Sell 15 units	Dinner at Rocett	One month with no wine
Chris Robson	6 transactions before 8 June	Weekend away	No booze for 3 weeks from 20 June
Lea-Anne Ropata	No more V for breakfast. Become more confident when dealing with owners	Day off	Role-play
Bruce Rykers	Sell 28 unit motel and \$3.6m FHCG	Take 2 weeks in the sun	No fishing for 4 weeks
Jenny Sanders	2 new team members	Swim with dolphins	Wear a plastic rubbish bag to work for one week
Denise Sturt	Update my database so it is current by contacting each entry	Dinner at Aorangi Peak	Visit reptiles at zoo
Bets Thomas	Ring 200 people each week	Go on a wine trial	Go up to my neck in the sea and Jenny has to come and watch
Carol Tildesley	Exercise more and eat healthy.	New wardrobe - \$2000	Shout the whole team lunch

	Help my team achieve their goals		
Marjory van Staalduinem	2 new listings	Go out for lunch	No computer games fro 4 weeks
David Watson	\$10k in bank	Trip to Melbourne	No trip and buy kids laptop each
Shona Whyte	Renew referral network by 30 people	Andrew Lloyd Webber show in Auckland	No red wine for 2 months