



# Task List



## # 1 MOTIVATION

Get Fired Up! You are promoting the largest Spring Break trip on the West Coast!

## # 2 COMMUNICATION

Constant communication is the key to having a great time and blowing this trip up. Maintain regular contact with your Campus Manager(s) and your SWAT Sales Manager. You should communicate with them 2-3 times per week. Your Campus Managers are:

|       |              |              |
|-------|--------------|--------------|
| _____ | Phone: _____ | Email: _____ |
| _____ | Phone: _____ | Email: _____ |
| _____ | Phone: _____ | Email: _____ |

SWAT SALES MANAGER:

|       |              |              |
|-------|--------------|--------------|
| _____ | Phone: _____ | Email: _____ |
|-------|--------------|--------------|

## # 3 PROMOTION

Go to SWATUP.COM and sign up for the trip. If you are a returning traveler, enter your username and password.

- Write your name, phone number, and the deposit due date on all fliers/posters
- Pass out fliers and put posters/fliers in key spots on campus, in dorms, and fraternity/sorority houses
- Post flyers and videos on your Facebook pages
- Add your entire network to the Official SWAT College 2012 Group on Facebook and "Like" the SWAT Events Page. You can find this page by going to [www.facebook.com/SWATevents](http://www.facebook.com/SWATevents)
- Make announcements at meetings or on campus and have your laptop available for sign-ups
- Personally invite all of your friends & be prepared to go door to door to get sign-ups

## # 4 COLLECTION

- Collect all Deposits no later than: \_\_\_\_\_
- Deposit drop off meeting location: \_\_\_\_\_ Time: \_\_\_\_\_
- Make sure applications are filled out completely and accompanied with a payment
- Collect all Final Payments no later than **March 1, 2012**
- Final Payment drop off meeting location: \_\_\_\_\_ Time: \_\_\_\_\_
- All reps must sign up for the trip online before applications are processed

## # 5 PRE - TRIP ORGANIZATION

- Turn in Roommate List to your Campus Managers by: \_\_\_\_\_
- Contact all of your friends with Departure Information one week prior to departure. (Information also available online at [www.swatup.com](http://www.swatup.com))



# Campus Rep Incentives



Compensation will be structured according to the total number of Paid-In-Full (PIF) Travelers from your group or school by March 1, 2012. Any full payments received after this date will not be credited to your account. There will be no exceptions to this rule or to the Incentive Scale.

## Spring Break 2012 Lake Havasu

### Bronze Level: 6 - 9 PIF Travelers

50% off trip (discount based on full price of trip)

### Silver Level: 10 PIF Travelers

1 Free Trip

### Gold Level: 25 PIF Travelers

2 Free Trips

VIP Gift Bag

VIP Party + 2 VIP Wristbands

### Platinum Level: 40+ PIF Travelers

4 Free Trips

VIP Gift Bag

BOOM Headphones

VIP Party + 4 VIP Wristbands

Your choice of: Rockstar Luggage, Backpacks, Skateboards, Long Boards, & more!

## Sponsorship Incentives

In addition to the above, our TOP SWAT Promoters will have the opportunity to receive items from the following sponsors:



Other incentives include employment opportunities through SWAT, sales and marketing experience, staffing opportunities for our High School trips, and references for your resume.

## How to Access Rep Reports

1. Go to [www.swatup.com](http://www.swatup.com)
2. Click "Login" at the top left of the screen
3. Enter your email address & password. If you don't know your password, click "Lookup Password." Once logged in, to the right of the menu links, click "Detailed Traveler Report" to view a list of everyone signed up under your group.
4. If you're having trouble accessing your Rep Reports, please contact your SWAT Sales Manager.