

SplashPlay Thoughts #10



STAKING A CLAIM

You've Been Splashed!®

Successful Selling and Prospect Ownership

In this, the second installment of SplashPlay's Successful Selling series, we're going to address conflicts over potential customers.

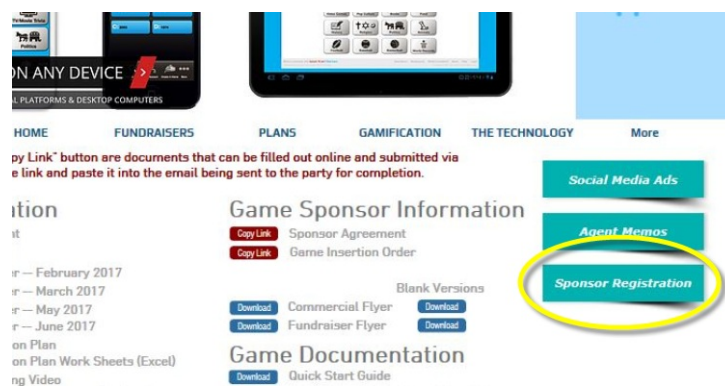
As we grow our national team of Gamification Agents, the inevitable question surfaced: *"What happens if multiple agents contact the same prospect?"*

The good news is that with eighty-plus SplashPlay agents milling around among thirty million American Small Businesses, we're comforted by the fact the odds of any two agents crossing paths over the same Game Sponsor candidate is a statistical improbability. In fact, the odds are 1 in 375,000. Regardless of the unlikely event of such a conflict, we considered this possibility when the SplashPlay Game Consultant agreement was crafted and built in a process which is clearly spelled out in **Section 7: SPONSOR OWNERSHIP**.

Per Section 7, Game Consultants can establish exclusive claim to a prospective customer for up to sixty-days. To do so, all he or she must do is **"...register the Potential Sponsor at SplashPlay's website (www.splashplaygamify.com)..."** Keep in mind that registration is not an open license to scour the local phone book and register every potential customer. In fact, per Section 7, to register a Potential Sponsor the Game Consultant **must have made personal contact**. We consider any attempt to perform mass anonymous prospect registration is in bad faith and a violation of Section 7.

Registration is Easy

We've made every effort to make Sponsor Registration as easy as possible. All you need do is log into the Agent area at www.SplashPlayGamify.com and click the **"Sponsor Registration"** button, highlighted below.



With a click of the "Sponsor Registration" button you'll be transferred to the **Potential Sponsor Registration** page shown below.

Sponsor Registration

If you register a potential Game Sponsor, per Section 7 of your Game Consultant Agreement you will be granted exclusivity for sixty (60) days from the registration date recorded by SplashPlay to secure a Sponsor Agreement.

Agent Name *

Agent ID *

Sponsor's Business Name *

Sponsor Name

Sponsor's Phone Number *

Initial Sponsor Contact Date *

Sponsor Address *

State *

Sponsor's Organization Type *

Keep in mind this is in a secured area of SplashPlay's website, as such, you'll be prompted once again for your password. Simply enter the

same password that provides you access to the SplashPlay Agent area.

Now, fill in the form and click submit and your Potential Game Sponsor will be recorded in SplashPlay's database and your sixty-day Exclusivity Clock will begin ticking.

In the event of any conflicts between Game Consultants over a potential Game Sponsor, SplashPlay's management will consider the earliest dated entry with proof of personal contact to have legitimate rights to the prospect in question.



[Forward this issue](#)

SplashPlay, Inc.

31915 Rancho California Road, Suite 200-237

Temecula, CA 92591

www.SplashPlaygamify.com

(877) 286-9003