



SIGNATURE
SYSTEMS GROUP



Terryberry

ESTABLISHED 1918



Terryberry

Discovery:

“I’m looking to enhance our service awards program.”

20 yrs in business

Sales driven

Plastic flooring vertical – mobile flooring for event venues, arenas, Olympics, NFL/PGA, Emmys industrial matting, safety flooring-oil/gas drilling space

120 emp. – Hourly & professional mix + corporate, production factory (Orlando) – multiple locations

* half connected electronically, half not so much. Need to accommodate both.

Open, Positive culture – growth, stability for last 20 years.

Leadership accessible to everyone.

Younger company – organic growth from within & organic incoming employees – Not Large corporate culture.

Significant leadership change in January – retired founder. External CEO now at the helm. Focused on Culture, communication, recognition, empowerment.

Employee surveys – ongoing initiative.

Holiday parties – Svc. Awards at 5-10-15 anniv. Well-received. “Things Remembered” items.

Numerous 5-yr. anniv. Upcoming – engrave-ables may not be ideal/meaningful.

Communication/celebration of milestones – reviewing multiple solutions/companies.

Physical rewards/choice/customized – social aspect.



The Evolution of 360 Recognition





Career Milestones

Recognize experience, dedication, and commitment in your workforce with **Service Awards** from Terryberry.



Customized **awards**, **administration** services, or **presentation** tools...Terryberry has it all to make service anniversaries special for your award recipients and easy for you.

Recognition Collection

14 Award Levels

Approximately 50 awards in each level

Brand Names products to choose from

Awards come customized with company emblem



Recognition Collection

Emblems:

Increases Perceived Value

Indicative of the Milestone/Event/Achievement

Adds Immeasurable timelessness to award



Recognition Collection

Emblems:

One-time Tooling fee: \$375-\$575

Gold Plated emblem adds @ \$35 to each award




Milestone Notification

Microsoft Outlook interface showing the message title: "You have Received an Award! - Message (HTML)". The ribbon includes "FILE" and "MESSAGE" tabs. The "MESSAGE" ribbon contains sections for "Delete" (Ignore, Delete, Junk), "Respond" (Reply, Reply All, Forward, Meeting, More), "Quick Steps" (Hot, Team Email, Reply & Delete, To Manager, Done, Create New), "Move" (Move, Rules, OneNote, Actions), "Tags" (Mark Unread, Categorize), "Editing" (Translate, Find, Related, Select), and "Zoom" (Zoom).

Wed 8/3/2016 4:10 PM
NoReply@GiveAWow.com
You have Received an Award!

To j.robinson@terryberry.com
Cc p.bloomquist@terryberry.com



JR,

Congratulations! You have recently been awarded for an important accomplishment. To show our appreciation for your hard work and dedication, please visit the website below with your personalized ID and password to select your gift.

<http://tle.giveawow.com>

If you have any questions, please contact the program administrator, p.bloomquist@terryberry.com. Again, congratulations on your success!

NoReply@GiveAWow.com Recognition Report

Windows taskbar showing icons for Windows, File Explorer, Outlook, Edge, Chrome, and PowerPoint. The system tray on the right shows "Desktop", network, volume, and battery icons, along with the date and time: "1:21 PM 8/5/2016".

JR Robinson - 10 Years of Service

Program

Search

Category:

Keywords:

Added After:

Show Only Blacklisted Items

- Categories**
- Apparel & Accessories
 - Electronics
 - Home & Garden
 - Jewelry & Watches
 - Office & Productivity
 - Sports & Outdoors
 - Tools, Auto & Industrial
 - Travel Accessories

Dear JR,

Congratulations! This is a significant year for you. You will be celebrating an important service anniversary with TLE Systems.

As a symbol of our appreciation for your dedication and loyalty, please select one of the awards shown in the enclosed brochure. It is with great pride that we present this award to you. You are a valuable member of our team.

Sincerely

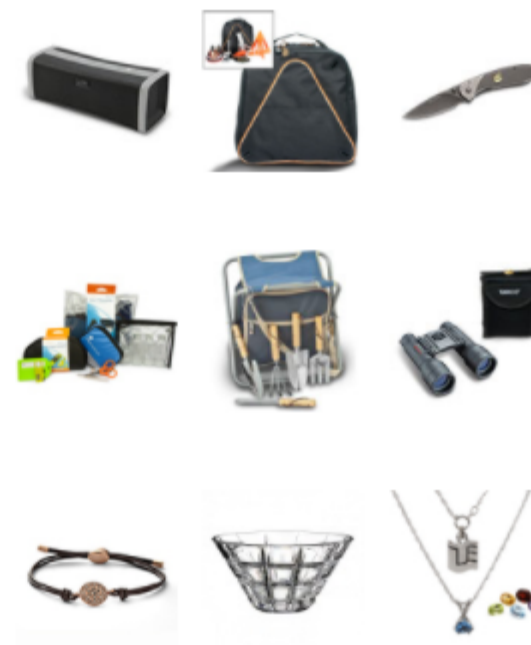
John Smith

John Smith
President & CEO



[View All Items](#)

Showcase Awards



Recognition Collection Recipient Packets

Features and Options:

- Presentation Envelope Customized with Achievement Level
- Recognition Collection Catalog Customized with Logo, Achievement Level & Congratulatory Message
- Online Award Redemption Instructions



Length of Service Program Best Practices

- **Tangible Awards**
- **Name-brand awards for highest perceived value**
- **Make awards timely**
- **Awards should be symbolic of the achievement**
- **Accessible to everyone**
- **Serve any # of locations/countries**
- **Sustainability**
- **Offer an autonomous solution**
- **Ease of Administration & useful tools**

Awards

Level A - Password:1A
Level B - Password:2B
Level C - Password:3C
Level D - Password:4D
Level E - Password:5E
Level F - Password:6F
Level G - Password:7G
Level H - Password:8H
Level HH - Password:9HH
Level I - Password:10I
Level II - Password:11II
Level J - Password:12J
Level K - Password:13K
Level L - Password:14L

Avg. Cost/Level

Level	Avg \$
Level A	\$44.09
Level B	\$56.78
Level C	\$80.04
Level D	\$108.59
Level E	\$154.15
Level F	\$218.12
Level G	\$291.85
Level H	\$401.60
Level HH	\$477.68
Level I	\$563.31
Level II	\$678.68
Level J	\$871.22
Level K	\$1600.49
Level L	\$3107.56

Implementation

- **One-time \$375 Setup fee**
- **7-10 days to implement**
- **Invoices go out when an item ships**

Needs

- **Award level selection**
- **Congratulatory letter**
- **Employee upload**





Terryberry

Family Owned Since
1918

Offices Across North
America & London

25,000+ Clients All Over
The Globe



25K+ satisfied
clients



1000's of award
options



26 locations
worldwide



options for
every budget



98+ years of
experience



1 source for
recognition



Why Terryberry?

- **No Length of Term Contracts**
- **Honor all Mfr. Warranties in-house**
- **Brand name products**
- **100 years experience**
- **Direct contact with Terryberry Consultant for life of partnership**
- **Scalability/flexibility**
- **Privately held = stability/consistency**

Your Terryberry Consultants



Mike Byam
President



Alex Allion
Western U.S Sales Director



Lillian McBeth
Regional Sales Manager – Terryberry
Ft. Worth/Austin



J.R. Robinson
Regional Sales Manager – Terryberry
Dallas



Pat Clark
Sales Administrator - Texas

Thank You!!



Terryberry
recognized

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