



ELITE CHEVRON CLUB



This document exclusively for Chevron sales personnel – you could earn a spot in this exclusive club along with Chevron Lubrication Marketer Sales Representatives!

During this special merit contest, Lubrication Marketer sales representatives who move an Opportunity in mPower to Won/Closed during the Contest Period, will have the annualized gallons attributed to the Opportunity counted toward this exciting contest - where twenty (20) LM sales representatives* with active merit accounts will earn a spot in the exclusive Elite Chevron Club and will win an all-expenses paid trip for two (2) to an exciting travel destination in the sun. Trip will take place in Q1 of 2024.

*Top twenty (20) LM Sales Representatives will be determined as follows:

Elite Chevron Club Business Area Winners

The two marketer reps in each of the five Chevron business areas with the highest number of gallons attributed to Won/Closed Opportunities documented in mPower will earn a spot in the Elite Chevron Club and will be awarded the incentive trip that includes a guest.

Elite Chevron Club Wild Card Winners

The next 10 marketer reps with the highest number of gallons attributed to Won/Closed Opportunities documented in mPower, regardless of business area, will earn a spot in the Elite Chevron Club and will be awarded the incentive trip that includes a guest. A total of 20 LM sales representatives will be named winners in this contest.

The LM sales representative's spot in the Elite Chevron Club will earn them an exciting sun and fun filled trip that includes:

- Round-trip airfare for two (2) to the TOP SECRET destination city
- Ground transportation to/from the venue
- 4 days/3 night hotel accommodations for two (2)
- Planned activities/meetings/excursions at and near the venue

PLUS! Nine (9) Chevron representatives will also earn their place in the Elite Club and win a spot on the trip as follows:

- The two (2) Chevron Business Consultants with the most volume attributed to their Lubrication Marketer's Won/Closed Opportunities during the contest period win!
- The Chevron Business Development Specialist in each Chevron Business Area with the most volume attributed to their Lubrication Marketer's Won/Closed Opportunities during the contest period win!
- The Chevron Industry Specialist with the most volume attributed to their Lubrication Marketer's Won/Closed Opportunities during the contest period win!
- The Chevron Key Account Specialist with the most volume attributed to their Lubrication Marketer's Won/Closed Opportunities during the contest period win!

The Chevron representative's spot in the Elite Chevron Club will earn them an exciting sun and fun filled trip that includes:

- Round-trip airfare for one (1) to the TOP SECRET destination city
- Ground transportation to/from the venue
- 4 days/3 night hotel accommodations for one (1)
- Planned activities/meetings/excursions at and near the venue

As a member of this exclusive club, you will be in the company of twenty TOP PERFORMING Elite Club Lubrication Marketer Sales Personnel, their guests and other Chevron representatives. A fun filled itinerary awaits the winners!

Winners of the Elite Chevron Club trips who wish to accept the trip must participate in the trip that is scheduled in 2024. Winners may not postpone the trip or request cash in lieu of the trip.

**Contest Period:
Aug. 1 - Nov. 30, 2023**



NOW is the time to support your Lubrication Marketers and encourage them to fill their mPower pipeline with Opportunities!

All Won/Closed Opportunities during the Contest Period will still earn the Lubrication Marketer representatives valuable merit points – and during this contest, documented volume in Won/Closed Opportunities could earn you and LM representatives a fabulous trip to a sun filled destination!

Get your sunscreen and sunglasses ready!



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