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## The Rewards of Recognition

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Much of your time and effort is directed toward attaining goals: sales, productivity, safety, customer service, gross profit; there's just no end to it. And every time one goal is attained, another takes its place.

Attainment of nearly every business goal depends upon one thing – the performance of your people – your employees and your customers. What's more, it's not just outstanding effort by a few that produces gains. While that helps, incremental improvements by many are the key to sustained improvement.

How do you get all of your people focused on the results you want and the key behaviors that will deliver those results? By giving them an extra reason to make your priorities their own. By acknowledging their achievements. By rewarding them when they produce significant results.

That's what recognition and reward programs are all about: Formally acknowledging actions that support your goals; offering exciting, cost-justified, non-cash awards for significant contributions; giving those people whose help you need an extra, personal reward, beyond normal compensation, for contributing something extra to your success.

Recognition and reward programs lure people out of their comfort zone, focus awareness and action on your priorities, and shape long-term behavior in your favor.

If managing your recognition and reward programs is difficult, Motivation Excellence can help you help yourself with our new "Focus On eXcellence" System. FOX is a complete, self-contained platform for employee and/or customer reward/recognition programs that enables you to efficiently create, manage, monitor and evaluate your in-house programs. FOX is web-based with direct links to MEI's online catalog of awards. FOX can handle many programs simultaneously, enabling you to maintain complete control over multiple initiatives for far less effort and expense than any custom platform.

With MEI's "Focus On eXcellence" System, the rewards of recognition can be achievement of your objectives, attainment of your goals, enhanced morale, improved loyalty and significant/demonstrable return on your investment, all with less demand on your internal resources.

If you need more extensive support, MEI's fully integrated performance improvement solutions can help you define your objectives; develop, communicate and operate a precisely tuned program; monitor performance, evaluate results and deliver exciting rewards.

Whether we provide the tools that allow you to do it yourself more easily and effectively or develop a custom solution for you, MEI can help you reach throughout your employee team and your customer base to drive incremental performance at every level.

*If you would prefer to receive future Performance Solutions by email,  
please send your email address to [solutions@meiweb.com](mailto:solutions@meiweb.com).*

# Focus On eXcellence<sup>SM</sup> System

