

GAME ONE PROMO FLOW

Use this chart when entering promo orders in FDM4.

↓ Select Promo Type for the order you are entering

	YES ASP	NO ASP
<p>SPLIT PROMO → ASK Is the order part of an All School Partnership (ASP)?</p> <p>**70/30 split between company (70%)/sales rep (30%).**</p> <p>Promo Valid 7/1 - 6/30 (Orders must be in system by 6/15)</p>	<p>Set Bill-to as Customer's Promo Account (Ex: 123456GO) Pricing = RETAIL Sales Rep ID = Your Rep ID Special Type = 26SPLPRO</p>	<p>SPLIT Promo cannot be used on this order if it not part of an ASP.</p>
<p>RSM PROMO → ASK Is the order part of an All School Partnership (ASP)?</p> <p>**Funded by RSM Budget**</p> <p>Promo Valid 7/1 - 6/30 (Orders must be in system by 6/15)</p>	<p>Set Bill-to as Customer's Promo Account (Ex: 123456GO) Pricing = RETAIL Sales Rep ID = Your RSM's Rep ID Special Type = 26RSMPRO</p>	<p>Set Bill-to as the customer's main account Pricing = Zero Sales Rep ID = Your RSM's Rep ID Special Type = 26RSMPRO</p>
<p>BUS DEV PROMO → ASK Is the order part of an All School Partnership (ASP)?</p> <p>**Funded by Business Development Budget**</p> <p>Promo Valid 7/1 - 6/30 (Orders must be in system by 6/15)</p>	<p>Set Bill-to as Customer's Promo Account (Ex: 123456GO) Pricing = RETAIL Sales Rep ID = Your Bus Dev's Rep ID Special Type = 26BDFPRO</p>	<p>Set Bill-to as the customer's main account Pricing = Zero Sales Rep ID = Your Bus Dev's Rep ID Special Type = 26BDFPRO</p>
<p>REP PROMO → ASK Do you have funds in your promo account?</p> <p>**Game One Funded; earned based on prior year sales**</p> <p>Promo Valid 1/1 - 12/31 (Orders must be in system by 12/15)</p>	<p>Set Bill-to as your Sales Rep Promo Customer (Ex: 1111GO) Pricing = COST Sales Rep ID = Your Rep ID Special Type = 25REPPRO</p>	<p>You will be costed 100% of the COGS. Enter the order under the regular customer's account. Pricing = Zero Sales Rep ID = Your Rep ID Special Type = None</p>