BOOK $20K IN BLOCK TIME, AND YOU'LL GET A

$250

GIFT CARD

Block Time Spiff

Who is eligible?
- Solution Architects
- Engineers

How does it work?
- Talk to your clients about the benefits of block time, which are:
  - Use up remaining budget before end of year
  - Block time gives you discounted rates
  - It's there when you need it most (if ransomware strikes)
- Get a verbal agreement from your client
- Fill out the form on www.isgtech.com/catalyst
- Follow up with AE to ensure they get the agreement signed
- In the Connectwise Opportunity:
  - Marketing Campaign = Project Catalyst
- Notify TSD when you've hit $20k in Block Time
- TSD sends email to Scott Strickler with links to CW Opps

Timeframe
- Begins – December 10, 2021
- Ends – June 30, 2022