



# Team Building & Incentives

## Case Study

### The Client

FP Mailing

### The Brief

To source and arrange an exciting incentive for top sales people within the company. Venue to be overseas.

### The Solution

The top salesmen for this client were rewarded for their hard work with a weekend at a 5 star hotel in Marbella. They came from all over the UK for a weekend of competition and fun. Gray Dawes booked all the flights from the UK plus onward transport to the hotel in Marbella. A private welcome dinner was arranged on the terrace at the hotel on the first night.

Participants spent the following morning at leisure before enjoying a private lunch at the hotel. The real fun started in the afternoon, when the team took exclusive use of the nearby Go Karting arena.

An evening at leisure was followed by a day on the golf course with more opportunity to win, and where points meant prizes! Trophies were presented at the farewell dinner that evening at a restaurant in Puerto Banus.

Transfers to the airport were arranged for the next day.