

Awards Made Easy

Celebrate Your 2020 Stars with Custom Chorus Awards

Awards are a great way to boost team morale and celebrate the past year's achievements. We'll be running an awards ceremony at our SKO, but you could also include them as part of your weekly meetings or virtual holiday parties.



The 2020 Chorus Awards

We are passionate about revenue organizations and celebrating the awesome people on the frontlines. The 2020 Chorus Awards are a simple way you can show appreciation for the great work your team has done this year.



Coach of the Year

The Coach of the Year Award goes to the most engaged manager. The winner of this award demonstrates a keen willingness to help their team grow and share best practices by providing coaching through Chorus scorecards, reviewing & commenting on calls, sharing key moments and more.

Chorus Metric:

Activity - Manager Engagement



Master of Silence

The Master of Silence Award goes to the most patient rep. Patience is a virtue and deserves to be celebrated. The winner of this award showcases the most patience in waiting for their customers or prospects to respond.

Chorus Metric:

Conversation Skills - Patience Score



Relationship Guru

Building strong relationships across your prospect and customer accounts is key to a long lasting, fruitful partnership. The winner of this award showcases an excellent ability to multi-thread their deals or accounts.

Chorus Metric:

Sales Skills - Multi-Threading



Investigator

The Inquisitor Award goes to the frontline rep who asks the most engaging questions. When reps truly listen to their counterparts they engage in insightful conversations—an outcome more prospects and managers wish to see.

Chorus Metric:

Sales Skills - Engaging Questions



Motormouth

The Motormouth Award is a more fun and lighthearted take on your team. We're awarding the rep who's most likely to talk the fastest with this award.

Chorus Metric:

Conversation Skills - Talking Speed



Professor

The Monologist Award is another more tongue in cheek award, as we like to keep our SKOs entertaining. The winner of this award is the person who's most likely to have the longest, uninterrupted monologues.

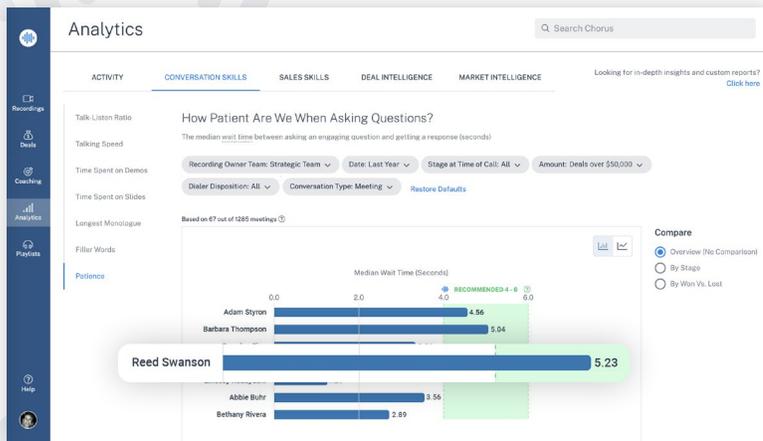
Chorus Metric:

Conversation Skills - Longest Monologue

How to Pull the Data in Chorus

Getting this data out of Chorus couldn't be easier thanks to our out-of-the-box analytics dashboards.

Follow these simple steps to pull your own data:



- 1 Log into Chorus
- 2 Head to the "Analytics" tab using the side navigation
- 3 Select the relevant analytics category (Activity, Conversation Skills, Sales Skills etc.)
- 4 Click on your chosen metric, e.g. Engaging Questions
- 5 Adjust your filters (e.g. team or date range)
- 6 Review and finetune your results
- 7 Select your winners & don't forget to determine what prizes they'll get!

Pro Tips



Adjust your filters to ensure you are pulling the most relevant data. At Chorus we are giving out awards by team (filter by team) based on their annual results (filter by date range).



Every team has a unique structure and culture. Make sure your awards best reflect your team and adjust where necessary. For example, if annual results don't make sense, opt for quarterly awards instead.



Don't just include your AE's. Adjust the language or metrics to ensure you are also celebrating your awesome BDRs, CMSs, and Support Teams.

We want to see how your SKO goes!

Share your pictures or stories on LinkedIn and use [#ChorusAwards](#) to let us be part of your celebration. Don't forget to download your Chorus Awards virtual backgrounds [here](#).