



UPS Take Charge How-To Guide





Submitting a Lead

- Log onto UPSers.com
- Click the “Take Charge of Sales Leads” quick link

Welcome THOMAS UPTON

Edit my profile | Help | Log out

UPSers.com

Home | My Workspace | My Life and Career | Our Company

What is 'the greatest of evils and the worst of crimes?'

More on *Longitudes* »

Company

2014 MIP Factor
The UPS management team earned an MIP factor of 80 percent

Your Shipping Discount Upgrade
Now save more when you ship online

UPS Leaders Talk Earnings
Hear what they think about our fourth quarter results

Check Your Biases
New training makes you a fair rater

Local

Understanding Your Retirement Benefits
We're all going to retire. Are you ready?

Celebrating Black History Month
Join the AABRG and the UPS Management Pilots

Vitamin B12 Clinic
Get your B12 shot on Monday, February 16

Sodexo
Weekly Menu

Features - Quick Links

- UPS financials
- The trading window is open
- Enroll for electronic proxy delivery
- Learning Gateway/UPS University
- UPS This Week
- Take Charge of Sales Leads
- Log Volunteer Hours-N2N
- InsideUPS Online
- Employee Discounts and Merchandise
- Performance Management

Quick Poll

UPS unveils new products/capabilities twice a year through:

- Our Enterprise Strategy
- The "Our Company" Message
- Performance Updates
- Enterprise Releases

1211 Survey Respondents

Vote

[Recent Polls](#) | [View Results](#)



Submitting a Lead

- Click "Submit"

The screenshot shows the UPSers.com user interface. At the top, there is a navigation bar with the UPS logo, a welcome message for 'THOMAS UPTON', and links for 'Edit my profile', 'Help', and 'Log out'. Below this is a main navigation menu with 'Home', 'My Workspace', 'My Life and Career', and 'Our Company'. The 'Our Company' menu is expanded to show 'Growth', 'Sales Leads', 'News', 'Resources', and 'Sales Leads'. A red arrow points from the 'Submit' button in the right-hand sidebar to the 'Submit' button in the main content area. The sidebar also contains 'SUBMIT Your Sales Leads', 'VIEW Your Sales Leads', and 'GET REWARDS' buttons. The main content area has sections for 'Sales Leads' (with links to 'Types of Quality Sales Leads' and 'Take Charge Program') and 'Success Stories' (with a link to 'World of Champions'). A 'Site Feedback' link is at the bottom left.



Submitting a Lead

- Choose type of lead
- Click “Next”

ups

Sales L

Home | Updates | Contact Us | Help | Log In

Sales Lead

Sales Lead

New Sales Lead

Lead Information

Type of lead:*

Small Package/UPS Freight

An asterisk (*) indicates a required field.

Back Next

A UPS Freight Lead is a lead for UPS Ground Freight in the US, Canada or Mexico and is created when the Business Opportunity “UPS Freight” is selected from the Small Package/UPS Freight opportunity list.

A UPS Forwarding Lead is a lead for Business Opportunities like Ocean Freight and Air Freight. These opportunities are available around the world.



Submitting a Lead

- Enter Employee ID
- Click “New Lead”

ups

Sales Lead Incentive Management

[Home](#) | [Updates](#) | [Contact Us](#) | [Help](#) | [Log In](#) [inside.ups.com](#)

Sales Lead

New / View Sales Lead

Sales Lead Provider Information

Country of provider:*
US - United States

Employee ID:*

An asterisk (*) indicates a required field.

[Clear](#) [View Leads](#) [New Lead](#)

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Submitting a Lead

- Enter Lead Information
- Click “Submit”

Sales Lead Incentive Management

Home | Updates | Contact Us | Help | Log In | [inside.ups.com](#)

Sales Lead

Sales Lead

New Small Package/UPS Freight Sales Lead

Sales Lead Provider Information

Employee ID:

Employee Name:

Job Title:

Region:

District:

Center:

Email:

Phone:

Incentive Eligibility: AwardperQs Eligible

Date: 3/29/2013

Company to be contacted is:*
Shipper

Initiative Name:

Company (Shipper) to be contacted

Country:*
US United States

Company Name:*

Street:* Add address lines

City:*

State:*

Zip Code:*

Does this customer have an account number?*

Yes
 No
 Not Sure

UPS Account Number:

Account Number Type:
 Small Package Shipper Number
 UPS Freight Account Number

Contact Name:*

Contact Title:

Contact Phone:*

Contact Email:

Does the contact listed above know that you are submitting this lead?*

Yes
 No

Business Opportunities*

Ground
 Air
 International
 UPS Freight
 UPS Express Critical

Is this lead to regain volume which UPS has lost within the last year?*

Yes
 No

Comments: (1000 characters max. Your comment is 0 characters.)

An asterisk (*) indicates a required field.

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Viewing Sales Leads

- Click “View”

The screenshot shows the UPSers.com user interface. At the top, there is a navigation bar with the UPS logo, a welcome message for 'THOMAS UPTON', and links for 'Edit my profile', 'Help', and 'Log out'. Below this is a secondary navigation bar with tabs for 'Home', 'My Workspace', 'My Life and Career', and 'Our Company'. The main content area is titled 'Our Company > Growth > Sales Leads'. It features three sections: 'Sales Leads' with links for 'Types of Quality Sales Leads' and 'Take Charge Program'; 'Success Stories' with a link for 'World of Champions'; and a 'Site Feedback' link. On the right side, there is a 'Growth' dropdown menu with options for 'News', 'Resources', and 'Sales Leads'. Below the menu are three large orange buttons: 'SUBMIT Your Sales Leads', 'VIEW Your Sales Leads', and 'GET REWARDS'. A red arrow points from the 'Click “View”' instruction to the 'VIEW' button.





Viewing Sales Leads

- Previously submitted leads will be listed here
- Click on the Sales Lead Control Number to view the lead history

The screenshot displays the 'View Sales Lead' interface on UPSers.com. The page includes a navigation bar with 'Home', 'My Workspace', 'My Life and Career', and 'Our Company' (highlighted). The main content area shows a table of sales leads for Employee ID 0163676. A red arrow points to the first lead's control number, 7536584.

Control Number	Company Name	Address	Entry Date	Status Next Contact Assignment
7536584	Saxony Creative Group	115 W. Plaza Solana Beach CA 92075	7/17/12	Sales Lead Closed on 07/18/12 No opportunity
7474363	Healthy Hair	404 N Cedros Ave Solana Beach CA 92075	6/18/12	Sales Lead Closed on 06/28/12 Slim Lead - Duplicate Lead
7416452	Argen	5855 Oberlin San Diego CA 92121	5/22/12	Sales Lead Closed on 06/08/12 Incorrect Funnel Entry
7390252	Healthy Hair	404 N Cedros Ave Solana Beach CA 92075	5/11/12	Sales Lead Closed on 05/18/12 Lead Not Sold - Will pursue in future



Viewing Sales Leads

- The five most recent activities are listed (Latest activity is at the top)

Lead History
Control Number: 7536584
Activity: Close Lead - No opportunity
Contact Name: Lisa
Contact Phone: 858-345-1269
Date: 7/18/2012
Contacted by: Growth Group 0386 Representative 02
Comments: No Opportunity
Activity: Personal visit - inconclusive
Contact Name: Lisa
Contact Phone: 858-345-1269
Date: 7/18/2012
Contacted by: Growth Group 0386 Representative 02
Comments: Saxony Creative Group - 1st attempt, spoke to lisa she stated she is not not interested due to them rarely sending or receiving pkgs. dcintora
Activity: Personal visit - inconclusive
Contact Name: Lisa
Contact Phone: 858-345-1269
Date: 7/18/2012
Contacted by: Growth Group 0386 Representative 02
Comments: Saxony Creative Group - 1st attempt, spoke to lisa she stated she is not not interested due to them rarely sending or receiving pkgs. dcintora
Activity: Assignment made - Assigned Person Changed
Business Unit: US INSIDE SALES
Assigned person: Growth Group 0386 Representative 02
Date: 7/17/2012
Contacted by: Grisilda Minikus
Activity: Assignment made - Business Unit Changed
Business Unit: US INSIDE SALES
Date: 7/17/2012
Contacted by: Grisilda Minikus



Redeeming Points

- Click "Get Rewards"

Welcome THOMAS S. UPTON

Edit my profile | Help | Log out

UPSers.com

Home | My Workspace | My Life and Career | **Our Company**

[Our Company](#) > [Growth](#) > [Sales Leads](#)

Sales Leads

- **Types of Quality Sales Leads**
How to identify conversion, penetration, and retention leads
- **Take Charge Program**
Sales Lead rewards for U.S. UPSers

Success Stories

- **World of Champions**
Senior leadership recognizes 2013 U.S. and Americas platinum winners

[HSite Feedback](#)

Growth

- News
- Resources
- Sales Leads

SUBMIT
Your Sales Leads

VIEW
Your Sales Leads

GET REWARDS

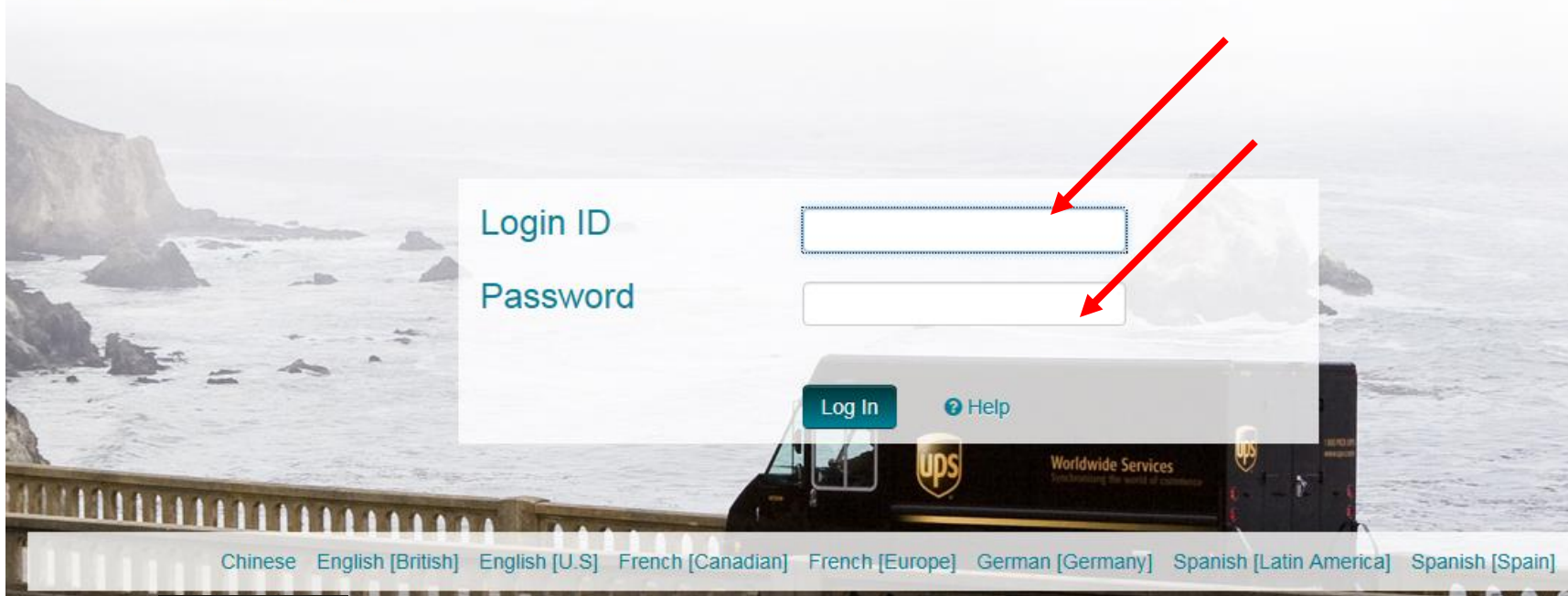


Redeeming Points

- Enter UPS Employee ID For Login ID
- Enter Password

Welcome

Please enter your UPS employee ID number or Sales Resource ID to access this website.
You will be locked out after 5 attempts with an incorrect password. Please use the Forgot Password link prior to that happening.



[Contact Us](#)

If you continue to have issues logging in, click the “Contact Us” link



Redeeming Points

- Click "Shop" View Your Point Balance

The screenshot shows the UPS Take Charge program dashboard. At the top right, the user's name "Thomas Upton" and point balance "1,218 Points" are displayed, with a red circle around the name and a red arrow pointing to the "Shop" button in the navigation bar. The navigation bar includes "Home", "Shop", "My Reports", and "All". The main content area features a "My Dashboard" section with four metrics: "Leads Submitted" (0, Prior Year: 1), "Leads Sold" (0, YTD Goal: 1), "Leads Producing" (0, YTD Goal: 1), and "My Choice" (0, YTD Goal: 5). A "My Choice Promo Code" of "BBGPRQJ79" is also visible. Below the dashboard is a "Send a Recognition" button. To the right, there is a "Welcome to the UPS Take Charge Program!" message with a "Read More" link, and a "Toolkit" section containing "Leaderboard" and "Resource Center" links. A "Take Charge" banner is at the bottom.



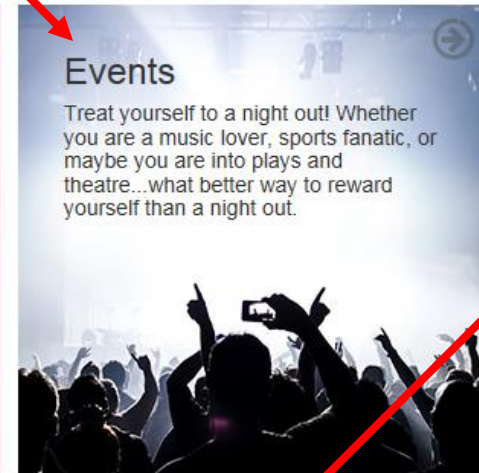


- Click on the Category you wish to Shop



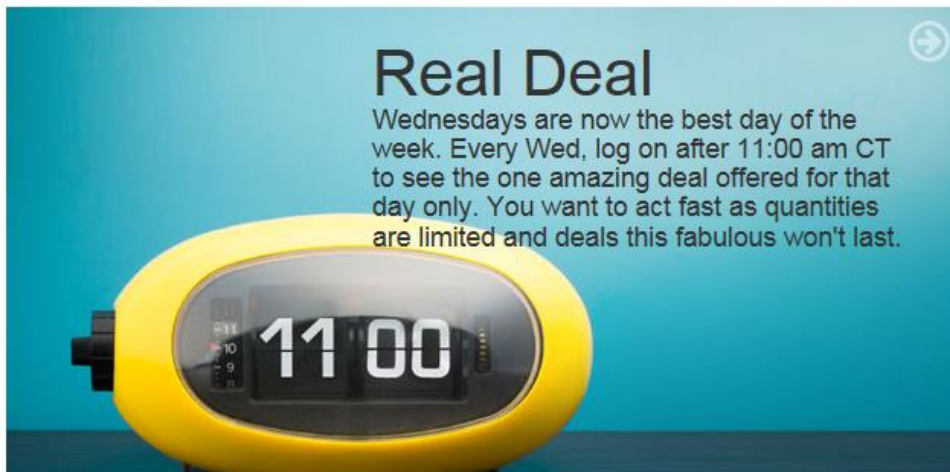
Shop For Merchandise
Go to the catalog »

A woman with long dark hair is smiling and holding several colorful shopping bags (yellow, purple, blue, green) against a pink background. A red arrow points from the text 'Click on the Category you wish to Shop' to the 'Shop For Merchandise' banner.



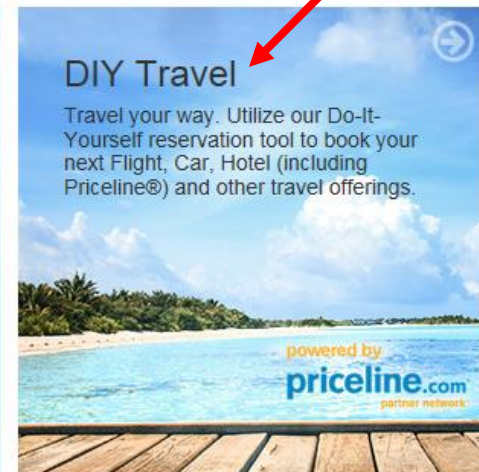
Events
Treat yourself to a night out! Whether you are a music lover, sports fanatic, or maybe you are into plays and theatre...what better way to reward yourself than a night out.

A silhouette of a crowd at a concert or event, with some people holding up their phones to take pictures. A red arrow points from the text 'Click on the Category you wish to Shop' to the 'Events' banner.



Real Deal
Wednesdays are now the best day of the week. Every Wed, log on after 11:00 am CT to see the one amazing deal offered for that day only. You want to act fast as quantities are limited and deals this fabulous won't last.

A yellow digital alarm clock showing 11:00. A red arrow points from the text 'Click on the Category you wish to Shop' to the 'Real Deal' banner.



DIY Travel
Travel your way. Utilize our Do-It-Yourself reservation tool to book your next Flight, Car, Hotel (including Priceline®) and other travel offerings.

powered by priceline.com partner network

A tropical beach scene with blue water, white sand, and palm trees under a blue sky. A red arrow points from the text 'Click on the Category you wish to Shop' to the 'DIY Travel' banner.





Redeeming Points

- Enter an item or brand in the “Search” field
- Or browse merchandise by Shop Category

The screenshot displays the UPS Rewards website interface. At the top left is the UPS logo. On the right, it says "Welcome, Thomas Upton" with a dropdown arrow and "1,218 Points" below it. Below the welcome message are four navigation tabs: "Merchandise", "Events", "Travel", and "Digital Downloads". A search bar is located below the tabs, with the word "Search" on the left and a search icon on the right. To the right of the search bar are two dropdown menus: "In All Categories" and "For Value".

On the left side, there is a "Shop" menu with a dropdown arrow. The menu items are: Apparel, Shoes & Jewelry; Bass Pro Shops; Books; Collectibles; Custom Shop; Living Green; Electronics & Computers; Experiences; Food Service; Garden & Tools; Get It Now; Health & Beauty; Hobbies, Arts & Crafts; Home; Movies, Music & Games; Sports & Outdoors; and Tiffanv & Co.

The main content area features a large image of a baby's face. To the right of the image is the heading "Gentle Bathing for Baby" and a paragraph of text: "Care for baby's tender skin with nature's gentlest shampoos, bubble baths, body washes, creams, and lotions. These products aren't just good for your little one; they're also kind to the planet. And these mild, effective formulas are great for the whole family. Lather up now." Below the text is a link that says "Click here".

On the right side, there are two promotional banners. The top one is titled "Top Viewed" and features a "Magazine Subscription Gold Card" with a small image of a magazine. The bottom one is titled "Real Deal" and features a "Sorry we're CLOSED" sign with a woman wearing 3D glasses and a movie poster background. Below this is another banner titled "LOVE MOVIES?" with a "Click Here" link and a woman wearing 3D glasses.






At the bottom of the main content area, there is a "Great Deals" section with a left and right arrow.



- Click the Various Drop Downs to Find the Exact Item You're Looking For

Home » Merchandise » Shop » Sports & Outdoors » Fanshop » NFL » New England Patriots

Fanshop Newest Product View : 20 | 60 | 120 Results 1 – 60 of 122

				
HIGHLAND MINT New England Patriots Super Bowl XLIX Champions Minted Coin Panoramic Photo Mint 1,783 Points Product#: Z2-4101-13	HIGHLAND MINT New England Patriots Super Bowl XLIX "MVP" Silver Coin Photo Mint 2,546 Points Product#: Z2-4101-12	HIGHLAND MINT New England Patriots Super Bowl XLIX Champions "Banner" Gold Coin Photo Mint 2,546 Points Product#: Z2-4101-11	HIGHLAND MINT New England Patriots Super Bowl XLIX Champions Silver Coin Photo Mint 2,546 Points Product#: Z2-4101-10	HIGHLAND MINT New England Patriots Super Bowl XLIX Champions Bronze Coin Keychain 506 Points Product#: Z2-4101-09





- Select an item
- Click “Add to Cart”
- Follow the prompts to complete checkout

Home » [Merchandise](#) » [Shop](#) » [Sports & Outdoors](#) » [Fanshop](#) » [NFL](#) » [New England Patriots](#) » [Back](#)

HIGHLAND MINT New England Patriots Super Bowl XLIX Champions Minted Coin Panoramic Photo Mint

1,783 Points

Free Standard Shipping

A limited edition of only 5000! Featured in a 12" x 20" frame with double matting and a glass front panel features an exclusive and individually numbered 7" x 15" New England Patriots Super Bowl XLIX Champions commemorative photo showcasing the Patriots key players combined with a 39mm minted Super Bowl XLIX champions coin. A certificate of authenticity is pasted on the back of each frame. It is officially licensed by The NFL and NFLPA and proudly made in the USA by The Highland Mint.

Product#: Z2-4101-13 [★ Add to Favorites](#)

Quantity:

[Add To Cart](#)

