

SALES INCENTIVE LETTER TO EMPLOYEE Document

sales incentive letter to employee

In the competitive landscape of sales, motivating your team is essential for achieving and surpassing targets. One of the most effective tools to boost employee motivation and performance is a well-crafted sales incentive letter. A sales incentive letter to an employee serves as a formal communication that recognizes their efforts, motivates continued excellence, and clearly outlines the rewards they can earn through their hard work. When written thoughtfully, it not only encourages the recipient but also reinforces a positive organizational culture centered around achievement and recognition.

In this comprehensive guide, we will explore the importance of sales incentive letters, how to craft an effective one, key elements to include, and best practices to maximize their impact. Whether you're a manager, HR professional, or business owner, understanding how to write an impactful sales incentive letter can significantly influence your sales team's performance and morale.

Understanding the Importance of a Sales Incentive Letter to Employee

A sales incentive letter is more than just a formal notification; it is a strategic communication tool that can have multiple benefits:

1. Boosts Motivation and Morale

Recognizing employee efforts through a formal letter provides validation and appreciation, encouraging employees to maintain or improve their performance.

2. Clarifies Expectations and Rewards

It clearly outlines the sales targets, criteria for earning incentives, and the rewards, reducing ambiguity and setting transparent expectations.

3. Reinforces Organizational Goals

Aligning incentives with company objectives ensures that employees understand how their efforts contribute to broader business success.

4. Enhances Employee Engagement

Personalized communication fosters a sense of value and engagement, reducing turnover and increasing loyalty.

Key Elements of an Effective Sales Incentive Letter

To craft a compelling sales incentive letter to an employee, certain core components should be included to ensure clarity, motivation, and professionalism.

1. Clear Subject Line and Opening Statement

Start with a direct and positive opening that captures attention. For example:

_"Congratulations on Your Outstanding Performance ? Sales Incentive Award" _

2. Personalization

Address the employee by name and acknowledge their specific achievements or contributions.

3. Purpose of the Letter

State the reason for the letter?namely, to recognize their sales achievements and inform them of the incentive program.

4. Details of the Incentive Program

Provide comprehensive information about the incentive, including:

- Sales targets or milestones to be achieved
- Criteria for qualification
- Type of incentive (bonus, commission, gift, recognition)
- Payment or delivery timeline
- Any conditions or restrictions

5. Personal Appreciation and Motivation

Express genuine appreciation for their efforts and motivate them to continue striving for excellence.

6. Call to Action or Next Steps

Outline what the employee should do next if applicable, or encourage them to reach out for further clarification.

7. Closing and Signatures

End with a positive closing statement, and include signatures of relevant management personnel to add authenticity and formality.

Sample Structure of a Sales Incentive Letter to Employee

Below is an outline of how to structure your sales incentive letter for maximum effectiveness:

- Header

- Company Name and Logo
- Date
- Employee Name and Title

- Introduction

- Congratulatory opening
- Purpose of the letter

- Recognition of Achievements

- Specific sales accomplishments or milestones

- Details of Incentive Program

- Description of the incentive
- Eligibility and criteria

- Incentive Rewards

- Explanation of the rewards
- Payment or award process

- Motivational Message

- Encouragement for continued performance

- Next Steps and Contact

- Instructions for claiming the incentive or further inquiries

- Closing Remarks

- Appreciation and best wishes

- Signature

- Manager or HR representative signature
- Contact information

Best Practices for Writing an Impactful Sales Incentive Letter

To ensure your sales incentive letter motivates and inspires, consider these best practices:

- **Personalization:** Tailor the message to the individual's achievements and personality.
- **Clarity:** Be specific about what is expected and what the employee will receive.
- **Timeliness:** Send the letter promptly after the achievement or milestone.
- **Professional Tone:** Maintain a respectful and positive tone throughout.
- **Incentive Relevance:** Ensure the rewards are meaningful and desirable to the employee.

- **Follow-up:** Follow up with a personal conversation or acknowledgment to reinforce the message.

Sample Sales Incentive Letter to Employee

[Company Logo]

[Date]

[Employee Name]

[Employee Title]

[Department]

Dear [Employee Name],

Congratulations! I am pleased to inform you that your exceptional sales performance during the past quarter has earned you a special sales incentive. Your dedication and hard work have significantly contributed to our team's success, and we want to recognize your outstanding efforts.

As part of our incentive program, you are eligible to receive a bonus of \$[amount], which will be processed along with your upcoming payroll. This reward is contingent upon meeting the sales target of [specific target or milestone], which you have successfully achieved.

Your commitment to excellence exemplifies the values we uphold at [Company Name], and your achievements motivate the entire team to strive for greatness. We encourage you to continue your excellent work and aim for even higher accomplishments in the upcoming months.

Please feel free to reach out to the HR department or your manager if you have any questions regarding the incentive process or your performance. We look forward to your continued success and thank you for your valuable contributions.

Once again, congratulations on this well-deserved recognition!

Best regards,

[Manager's Name]

[Manager's Title]

[Contact Information]

[Signature]

Conclusion

A sales incentive letter to employee is a powerful tool to recognize achievements, motivate continued performance, and align individual efforts with organizational goals. By including clear details, expressing genuine appreciation, and following best practices, managers and HR professionals can craft effective incentive letters that inspire employees and foster a culture of success. Remember, the key to a successful sales incentive letter lies in its sincerity, clarity, and relevance?elements that motivate employees to reach new heights and contribute meaningfully to your business growth.

Sales Incentive Letter to Employee: A Comprehensive Guide to Motivating and Rewarding Top Performers

In the competitive world of sales, motivating employees isn't just about offering competitive commissions or bonuses?it's also about recognizing their efforts through personalized, well-crafted communication. One of the most effective tools in this regard is the sales incentive letter to employee. This formal yet motivating document not only acknowledges exceptional performance but also encourages continued excellence, fostering a culture of achievement and engagement.

Understanding the Importance of a Sales Incentive Letter

A sales incentive letter to employee serves multiple vital functions:

- Recognition: It publicly acknowledges the employee's hard work and success.
- Motivation: It inspires continued high performance by offering tangible rewards.
- Communication: It reinforces organizational goals and aligns individual efforts with company objectives.
- Retention: Well-crafted incentives boost morale, reducing turnover.

This guide will walk you through the essential elements of writing an impactful sales incentive letter, best practices, and sample templates to get you started.

Key Components of an Effective Sales Incentive Letter

A compelling sales incentive letter to employee should include several core components to ensure clarity, motivation, and authenticity.

- Personalized Salutation

Begin with a warm, personalized greeting that addresses the recipient by name. This sets a positive tone and shows genuine appreciation.

Example:

"Dear John,"

or

"Hi Sarah,"

- Express Appreciation and Recognition

Open the letter by explicitly recognizing the employee's recent achievements or consistent performance. Be specific about what they did well.

Example:

"Congratulations on surpassing your quarterly sales target by 20%. Your dedication and strategic approach have truly made a difference."

- Clearly State the Incentive

Specify the nature of the incentive being offered—whether it's a monetary bonus, gift, trip, or other reward. Provide details about the value and terms.

Example:

"As a token of appreciation, we are pleased to offer you a \$5,000 bonus, payable with your next paycheck."

- Link Performance to Organizational Goals

Reinforce how the employee's efforts contribute to the company's success. This connection fosters a sense of purpose and pride.

Example:

"Your outstanding sales performance not only benefits your personal growth but also plays a vital role in our company's expansion plans."

- Highlight Future Opportunities

Encourage ongoing motivation by mentioning upcoming targets, incentives, or career development opportunities.

Example:

"Looking ahead, we're excited to see your continued success as we aim to increase our regional sales by 15% in the next quarter."

- Call to Action or Next Steps

Inform the employee about any further actions needed or upcoming celebrations, meetings, or recognition events.

Example:

"Please join us for a recognition luncheon on Friday at 12:30 PM in the conference room."

- Warm Closing

End with a motivational note and a warm closing, reaffirming your appreciation.

Example:

"Thank you for your hard work and dedication. Keep up the great effort!"

or

"Congratulations once again?your success is well-deserved."

Best Practices for Writing a Sales Incentive Letter

To maximize the impact of your sales incentive letter to employee, keep these best practices in mind:

Be Specific and Genuine

- Tailor the message to the individual's achievements and personality.
- Avoid generic language; personalization shows sincerity.

Maintain a Professional Tone

- Keep the tone respectful yet enthusiastic.
- Strike a balance between formal and friendly.

Highlight the Value

- Clearly articulate the value of the incentive.
- Emphasize how it benefits the employee, not just the company.

Use Clear and Concise Language

- Be straightforward about the details?amounts, deadlines, conditions.
- Avoid jargon or ambiguous phrases.

Celebrate Progress and Potential

- Recognize past achievements but also motivate future efforts.
- Encourage continuous improvement and growth.

Sample Sales Incentive Letter to Employee

Subject: Congratulations on Your Outstanding Sales Performance!

Dear Emily,

I am thrilled to extend my heartfelt congratulations on your exceptional sales results this quarter. Your dedication, strategic approach, and unwavering commitment have resulted in a 30% increase

in your sales figures, surpassing your target and setting a new standard for excellence within our team.

As a token of our appreciation, we are pleased to award you a bonus of \$7,500, which will be included in your upcoming payroll. This achievement not only reflects your hard work but also contributes significantly to our company's overall success. Your efforts exemplify the spirit of our organization, and we are proud to have you as part of our team.

Looking ahead, we are excited about the opportunities that lie ahead. Your consistent performance positions you as a key player in our upcoming expansion initiatives. As a further incentive, we invite you to participate in our upcoming sales contest, with the chance to win a luxury weekend getaway for two.

Please join us for a recognition luncheon on Friday at 1:00 PM in the main conference room, where we will celebrate your accomplishments and discuss future goals.

Thank you once again for your dedication and hard work. Your success is inspiring, and we look forward to supporting your continued growth and achievements.

Warm regards,

Michael Johnson

Sales Director

XYZ Corporation

Final Tips for Crafting Effective Sales Incentive Letters

- Timeliness: Send the letter promptly after the achievement to reinforce the positive connection.
- Consistency: Use similar formats for different employees to maintain fairness.
- Follow-Up: Use the letter as a springboard for ongoing dialogue, coaching, and recognition.

Conclusion

A well-crafted sales incentive letter to employee is a powerful tool to motivate, recognize, and retain top sales talent. By focusing on personalized recognition, clear communication of rewards, and linking individual achievements to organizational goals, managers can foster a motivated and high-performing sales team. Remember, the key lies in sincerity, clarity, and celebrating success?your words can inspire employees to reach new heights and drive your company's growth

forward.

QuestionAnswer What should be included in a sales incentive letter to an employee? A sales incentive letter should include the incentive details, eligibility criteria, performance targets, payout structure, deadline for achieving targets, and any conditions or terms related to the incentive program. How can I make a sales incentive letter motivating for employees? Use clear and positive language, highlight the benefits, specify attainable goals, recognize past achievements, and express appreciation to motivate employees to meet or exceed sales targets. What are common mistakes to avoid in a sales incentive letter? Avoid vague or ambiguous language, neglecting to specify clear criteria, not outlining payout terms, overlooking legal considerations, and failing to personalize or properly communicate the incentive details. When is the best time to send a sales incentive letter to employees? Ideally, send the incentive letter at the start of the sales period or before the achievement deadline to set clear expectations and motivate employees to achieve their targets. How can I ensure compliance when drafting a sales incentive letter? Consult company policies and legal advisors to ensure the incentive program complies with labor laws and contractual obligations, and clearly outline all terms and conditions in the letter.

Related keywords: sales bonus, performance reward, employee motivation, incentive program, sales commission, recognition letter, sales targets, employee compensation, motivational communication, sales achievement

employee warning form

employee warning form is a vital document used by organizations to formally address and document employee misconduct or performance issues. It serves as an official record that communicates concerns to the employee, outlines expectations for improvement, and provides a structured approach to discipline. An effective employee warning form helps organizations maintain accountability, ensure compliance with company policies, and foster a fair work environment. Proper utilization of this form can also be critical in legal scenarios, as it provides documented evidence of disciplinary actions taken.

What is an Employee Warning Form?

An employee warning form is a standardized document designed to notify an employee of specific issues related to their conduct or performance. It typically includes details about the incident or performance concern, the expectations for improvement, and the consequences of continued non-compliance.

Purpose of an Employee Warning Form

The primary objectives of an employee warning form include:

- Documenting misconduct or poor performance for future reference.
- Providing clear guidance and expectations to the employee.
- Offering a formal opportunity for the employee to improve.
- Protecting the organization legally by maintaining records of disciplinary actions.

Types of Employee Warnings

Employee warning forms can be categorized into several types, depending on the severity and nature of the issue:

- Verbal Warning (followed by written documentation)
- Written Warning
- Final Warning
- Suspension Notice
- Termination Notice

Most organizations start with a verbal or written warning and escalate to final warnings or other disciplinary actions if issues persist.

Key Components of an Employee Warning Form

An effective employee warning form should be clear, comprehensive, and easy to understand. Here are the essential components:

- Employee Information
 - Full name
 - Employee ID (if applicable)
 - Department
 - Position
 - Date of employment

- Date of Warning

- The specific date when the warning is issued

- Details of the Incident or Performance Issue

- Description of misconduct or performance deficiency
- Date and time of the incident
- Location or circumstances surrounding the issue
- Any supporting evidence or witnesses

- Policy or Rule Violated

- Reference to specific company policies, code of conduct, or performance standards breached

- Previous Warnings or Disciplinary Actions

- Record of prior warnings related to this issue, if any

- Employee's Explanation

- Space for the employee to provide their perspective or response

- Corrective Action Required

- Clear expectations for improvement
- Specific behaviors or performance standards that must be met
- Timeline for improvement

- Consequences of Continued Misconduct
- Explanation of potential disciplinary measures if issues are not resolved
- Employee Acknowledgment
- Signature of the employee acknowledging receipt and understanding
- Date of acknowledgment
- Manager/HR Signatures
- Signature of the issuing manager
- Signature of HR representative (if applicable)

How to Fill Out an Employee Warning Form

Filling out an employee warning form should be done with professionalism, clarity, and fairness. Follow these steps:

Step 1: Gather All Relevant Information

Collect details about the incident, previous warnings, and any evidence before completing the form.

Step 2: Clearly Describe the Issue

Use objective language to describe what happened, avoiding personal judgments or emotional language.

Step 3: Reference Policies

Identify the specific policies or standards violated to provide context.

Step 4: Outline Corrective Actions

Be specific about what the employee needs to do to rectify the issue.

Step 5: Obtain Employee Acknowledgment

Ensure the employee reads, understands, and signs the document.

Step 6: Document and File

Keep a copy of the completed form in the employee's personnel file for future reference.

Best Practices for Using Employee Warning Forms

Implementing disciplinary warnings effectively requires adherence to best practices:

Consistency

Apply the same procedures and documentation standards across all employees to ensure fairness.

Clarity

Use clear language and specific examples to avoid misunderstandings.

Timeliness

Issue warnings promptly after the incident to reinforce the connection between behavior and disciplinary action.

Confidentiality

Maintain privacy by limiting access to disciplinary records to authorized personnel.

Follow-Up

Schedule follow-up meetings to monitor progress and provide support.

Benefits of Using an Employee Warning Form

Utilizing a well-designed employee warning form offers multiple advantages:

- Legal Protection: Provides documented evidence in case of disputes.
- Improved Communication: Clarifies expectations and consequences.
- Consistency in Discipline: Promotes fairness and uniformity.

- Performance Improvement: Encourages employees to correct behaviors.
- Record Keeping: Maintains a history of disciplinary actions for future reference.

Sample Employee Warning Form Template

Below is a simplified outline of what an employee warning form might include:

Employee Warning Form

- Employee Name: _____
- Employee ID: _____
- Department: _____
- Position: _____
- Date of Warning: _____

Details of Incident/Performance Issue:

Policy Violated:

Previous Warnings (if any):

Employee's Explanation:

Corrective Action Required:

Timeline for Improvement:

Potential Consequences of Continued Non-Compliance:

Employee Acknowledgment:

I acknowledge receipt of this warning and understand the contents.

Signature: _____ Date: _____

Manager/HR Signature:

Signature: _____ Date: _____

Conclusion

An employee warning form is a critical tool in managing workplace discipline and performance. When used correctly, it facilitates transparent communication, ensures accountability, and helps organizations maintain a positive and compliant work environment. Developing a comprehensive, clear, and fair warning form ? coupled with consistent application and follow-up ? can significantly enhance HR processes and contribute to organizational success.

Additional Tips for Effective Employee Warning Management

- Regularly review and update warning policies and forms to stay compliant with labor laws.
- Train managers on how to deliver warnings professionally and empathetically.
- Use warnings as part of a broader performance management strategy.
- Always prioritize constructive feedback and support employee development.

By understanding the importance and proper application of an employee warning form, organizations can foster a culture of accountability while respecting employee rights and promoting a healthy workplace environment.

Employee Warning Form: An Essential Tool for Workplace Discipline and Documentation

In any professional environment, maintaining a productive, respectful, and compliant workplace is paramount. One of the key instruments used by HR professionals, managers, and supervisors to uphold these standards is the employee warning form. This formal document serves as a record of employee misconduct or performance issues, providing a clear, structured approach to addressing concerns while ensuring fairness and consistency. Proper utilization of employee warning forms not only helps in managing employee behavior effectively but also protects the organization legally, should disputes arise.

Understanding the Employee Warning Form

An employee warning form is a standardized document used to formally notify an employee of specific issues related to their conduct or performance. It acts as an official record that details the nature of the problem, the expectations for improvement, and the consequences of continued non-compliance. By documenting incidents systematically, organizations can track patterns, enforce policies consistently, and demonstrate due diligence in disciplinary procedures.

Purpose of an Employee Warning Form

- Documentation: Provides a written record of disciplinary action, which can be referenced in future evaluations or disputes.
- Communication: Clearly conveys to the employee what behavior or performance issues are problematic.
- Improvement Catalyst: Sets expectations for change and improvement within a specified timeframe.
- Legal Protection: Offers evidence of fair and consistent disciplinary procedures, reducing legal risks.

Types of Employee Warning Forms

- Verbal Warning Record: A less formal notice, often documented internally as a preliminary step.
- Written Warning: A formal document issued after initial verbal warnings, emphasizing seriousness.
- Final Warning: Indicates impending termination if issues are not resolved.
- Performance Improvement Plan (PIP): Focuses on specific performance deficits with actionable goals.

Key Components of an Employee Warning Form

A comprehensive employee warning form typically includes several critical sections to ensure clarity and completeness. These components facilitate transparent communication and consistent record-keeping.

Employee Details

- Name, employee ID, department, position, and contact information.
- Date of employment and supervisor/manager details.

Incident Description

- Date and time of the incident or performance issue.
- Specific details describing the misconduct or performance deficiency.
- Any prior related warnings or discussions.

Policy Violations

- Reference to specific company policies, codes of conduct, or performance standards violated.

Nature of the Warning

- Type of warning issued (verbal, written, final).
- Level of severity.

Expected Improvements

- Clear, measurable actions the employee must undertake.
- Deadlines for improvement.

Consequences of Non-Compliance

- Potential disciplinary measures, including suspension or termination.

Employee Acknowledgment

- Signature line for the employee to acknowledge receipt.
- Space for comments or responses.

Manager/HR Signature

- Signatures verifying the accuracy and issuance of the warning.

Features and Benefits of Using Employee Warning Forms

Implementing a structured employee warning form system offers several notable features and benefits:

- **Standardization:** Ensures all disciplinary issues are documented uniformly, reducing bias or inconsistency.
- **Legal Compliance:** Demonstrates that disciplinary procedures are fair, transparent, and in line with employment laws.
- **Traceability:** Maintains a chronological record of employee conduct, aiding performance reviews and investigations.
- **Clarity and Transparency:** Clearly communicates expectations and consequences, reducing misunderstandings.
- **Performance Management:** Facilitates constructive feedback and supports employee development.

Pros and Cons of Employee Warning Forms

Pros:

- Promotes consistency in disciplinary procedures across the organization.
- Protects the company legally by providing documented evidence.
- Enhances communication between manager and employee.
- Encourages employees to improve by clarifying expectations.
- Supports fair treatment and reduces potential discrimination claims.

Cons:

- May be perceived as punitive if not used appropriately.
- Over-reliance on formal warnings without addressing root causes can be counterproductive.
- Excessive formal warnings might create a negative work environment.
- If poorly drafted, can lead to misunderstandings or disputes.
- Requires diligent record-keeping and management to maintain effectiveness.

Best Practices for Effective Use of Employee Warning Forms

To maximize the effectiveness of employee warning forms, organizations should adhere to best practices:

1. Be Clear and Specific

- Clearly articulate the misconduct or performance issue.
- Avoid vague statements; specify dates, times, and behaviors.

2. Maintain Objectivity

- Focus on facts rather than assumptions or opinions.
- Base warnings on documented incidents.

3. Follow Company Policies and Legal Guidelines

- Ensure warnings are issued consistently and fairly.
- Adhere to employment laws relevant to disciplinary actions.

4. Provide an Opportunity for Dialogue

- Allow employees to respond or provide their perspective.
- Engage in a constructive conversation about improvement.

5. Keep Records Secure and Confidential

- Store warning forms securely to protect employee privacy.
- Limit access to authorized personnel only.

6. Use Warnings as Part of a Broader Performance Management System

- Combine warnings with coaching, training, and development efforts.
- Follow up on progress and document improvements.

Legal and Ethical Considerations

When deploying employee warning forms, organizations must be mindful of legal and ethical implications:

- Consistency: Apply warnings uniformly to avoid claims of discrimination.
- Timeliness: Issue warnings promptly after incidents occur.

- Documentation Accuracy: Ensure records are truthful and complete.
- Employee Rights: Allow employees to review and respond to warnings.
- Transparency: Clearly communicate policies and procedures related to disciplinary actions.

Failure to adhere to these considerations can lead to legal disputes, reputational damage, or diminished employee morale.

Technological Integration and Digital Employee Warning Forms

With the advent of HR management software, many organizations now utilize digital employee warning forms. These systems offer several advantages:

- Ease of Use: Streamlined templates and automated workflows.
- Accessibility: Remote access allows managers and HR personnel to update records easily.
- Integration: Connect with performance management, payroll, and other HR systems.
- Audit Trails: Automatically track who issued warnings and when.
- Environmental Impact: Reduces paper usage.

Popular HR platforms like BambooHR, SAP SuccessFactors, and Workday provide modules for disciplinary documentation, including employee warning forms.

Conclusion

The employee warning form is a vital component of effective workplace management and discipline. When used appropriately, it fosters a culture of accountability, transparency, and fairness. It serves as a formal record that can safeguard organizations legally, support performance improvement, and promote clear communication between managers and employees. While it has its limitations and requires careful implementation, a well-structured employee warning form system is an indispensable tool for maintaining organizational standards and ensuring a respectful, productive work environment.

By understanding its purpose, components, and best practices, organizations can leverage employee warning forms not as punitive measures, but as opportunities for growth and constructive engagement. Properly managed, these forms contribute significantly to building a positive workplace culture where expectations are clear, and accountability is shared.

In summary, an employee warning form is more than just a disciplinary record; it embodies a systematic approach to managing employee conduct, supporting organizational integrity, and fostering a fair and respectful workplace.

QuestionAnswer What is an employee warning form and why is it important? An employee warning form is a formal document used by employers to record and communicate employee misconduct or performance issues. It serves as a record for future reference, helps ensure fair disciplinary processes, and clarifies expectations for improvement. When should an employer issue an employee warning form? An employer should issue an employee warning form when an employee exhibits misconduct, violates company policies, or shows inadequate performance that requires formal documentation and corrective action. What are the key components included in an employee warning form? Key components typically include the employee's details, description of the misconduct or performance issue, date of the incident, previous warnings (if any), corrective action required, and the employee's acknowledgment or signature. Can an employee dispute or appeal a warning issued via the warning form? Yes, employees usually have the right to dispute or appeal a warning. Employers often provide a process for employees to respond in writing or request a review to ensure fairness and transparency. How does an employee warning form impact future disciplinary actions? The warning form becomes part of the employee's disciplinary record and can influence subsequent disciplinary measures. Multiple warnings may lead to more severe actions, including suspension or termination, depending on company policies. Are electronic or digital employee warning forms acceptable? Yes, many organizations now use electronic or digital warning forms, which can streamline documentation, improve record keeping, and facilitate easier access and storage, provided they comply with legal and privacy standards. What are best practices for creating an effective employee warning form? Best practices include being clear and specific about the issue, including relevant details and evidence, maintaining a professional tone, providing guidance for improvement, and ensuring the employee has the opportunity to respond or acknowledge the warning.

Related keywords: employee disciplinary form, employee misconduct report, employee counseling form, employee performance warning, employee reprimand letter, employee notice of violation, employee correction notice, employee improvement plan, employee feedback form, disciplinary action form

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