Domino's Pizza is excited to announce the **2016 Global Awards** program! This program rewards team members who consistently reach extraordinary sales and operational performance and motivates others to reach the same level.

Recognition for elite performances includes a special event for Gold Franny recipients and Chairman Circle inductees, Rolex watches, cash and the respect of your peers.

In all, more than 20 different awards are distinguished within the program. The Rolex Challenge, open to all corporate and franchise Store Managers, can have an infinite number of winners, based on their stores’ success.

We encourage you to share the award categories and criteria with all your team members so everyone will be excited at the opportunities available to them.

Following is a description of the **2016 Global Awards** program:
U.S. REGIONAL AWARDS

U.S. Regional Store Manager of the Year

Eligibility: Corporate and Franchise Store Managers

Selection Process: Selected by Leadership

Criteria: Recognizes exceptional Store Managers who live the Domino’s mission and guiding principles and produce outstanding results. These Store Managers should be focused on providing exceptional customer service, leadership to their team members, and achieving above average results. The minimum criteria to be considered eligible for this award are: Store Manager for the full 52 weeks, minimum four-star average for OER audits and a sales increase over prior year. Performance data such as ODT, cDOT, Average Load Time, Average Wait Time, AWUS PCYA and Ultimate Question scores may also be considered. One winner per U.S. Region will be selected.

Award: $2,000, Plaque and Finalist for U.S. Store Manager of the Year

U.S. Regional Rookie Store Manager of the Year

Eligibility: Corporate and Franchise Store Managers

Selection Process: Selected by Leadership

Criteria: Recognizes outstanding first time store managers who have had an immediate impact in their store. The minimum criteria to be considered eligible for this award are: store manager for a minimum of 26 weeks but less than 18 months, minimum four-star average for OER audits and a sales increase over prior year. Anyone who was eligible as a rookie manager or a manager in a prior award year is not eligible for this award. Performance data such as ODT, cDOT, Average Load Time, Average Wait Time, AWUS PCYA and Ultimate Question scores may also be considered. One winner per U.S. Region will be selected.

Award: $1,000, Plaque and Finalist for U.S. Rookie Manager of the Year

U.S. Regional Delivery Expert of the Year

Eligibility: Corporate and Franchise Delivery Experts

Selection Process: Nominated

Criteria: Recognizes outstanding Delivery Experts who represent the brand by providing excellent customer service and a safe driving environment each and every day to help the store achieve outstanding results. The minimum criteria to be considered eligible for this award are: The Delivery Expert must have no at fault accidents. Other criteria include tenure with the system, service times, training knowledge and a lead driver mentality inside and outside the store. Delivery Experts must be nominated for award and one winner per U.S. Region will be selected.

Award: $500 and Plaque
U.S. NATIONAL AWARDS

U.S. Store Manager of the Year

Eligibility: Selected as U.S. Regional Manager of the Year

Selection Process: Selected by Leadership

Criteria: Recognizes exceptional Store Managers who live the Domino’s mission and guiding principles and produce outstanding results. These Store Managers should be focused on providing exceptional customer service, leadership to their team members, and achieving above average results. The minimum criteria to be considered eligible for this award are: Store Manager for the full 52 weeks, minimum four-star average for OER audits and a sales increase over prior year. Performance data such as ODT, cDOT, Average Load Time, Average Wait Time, AWUS PCYA and Ultimate Question scores may also be considered. One winner will be selected, and the winner will have the opportunity to address the audience upon acceptance of the award.

Award: $10,000 and Trophy

U.S. Rookie Store Manager of the Year

Eligibility: Selected as U.S. Regional Rookie Managers of the Year

Selection Process: Selected by Leadership

Criteria (Need to Update): Recognizes outstanding first time store managers who have had an immediate impact in their store. The minimum criteria to be considered eligible for this award are: store manager for a minimum of 26 weeks but less than 18 months, minimum four-star average for OER audits and a sales increase over prior year. Anyone who was eligible as a rookie manager or a manager in a prior award year is not eligible for this award. Performance data such as ODT, cDOT, Average Load Time, Average Wait Time, AWUS PCYA and Ultimate Question scores may also be considered. One winner will be selected.

Award: $5,000 and Plaque

U.S. Delivery Expert of the Year

Eligibility: Corporate and Franchise Delivery Experts

Selection Process: Nominated

Criteria: Recognizes outstanding Delivery Experts who represent the brand by providing excellent customer service and a safe driving environment each and every day to help the store achieve outstanding results. The minimum criteria to be considered eligible for this award are: The Delivery Expert must have no at fault accidents. Other criteria include tenure with the system, service times, training knowledge and a lead driver mentality inside and outside the store. Delivery Experts must be nominated for award and one winner will be selected.

Award: $2,500 and Plaque
U.S. Franchise Supervisor of the Year

Eligibility: All Franchise Supervisors

Selection Process: Nominated

Criteria: Franchise Supervisors who have lead and developed their Store Managers to exceed goals on sales increases, customer satisfaction indicators, profitability, and turnover. The minimum criteria to be eligible for this award: Franchise Supervisor a minimum of 26 weeks or have been a store manager/supervisor for a total of 18 months, and a minimum four-star average for OER audits and a sales increase over the prior year in their area.

Award: $2,500 and plaque

U.S. Franchise Trainer of the Year

Eligibility: Franchisee or Franchisee team member who trains and develops team members to achieve exceptional performance in the organization.

Selection Process: Nominated

Criteria: Franchise Trainers who have lead their stores to develop team members to exceed goals on sales increases, OER scorecard movement, customer satisfaction indicators, profitability, and turnover. Minimum criteria to be eligible for this award: A trainer for 52 weeks, compliance with HPU Crew training or equivalent and must provide NTO and develop at least one franchisee.

Award: $2,500 and plaque

U.S. Franchise Operations Team Member of the Year – DPLLC Corporate Only

Eligibility: Any team member below Director Level in the following roles: Area Leader-Store Development, Area Leader-Franchise Operations, Specialist-Franchise Trainer, Coach-OER

Selection Process: Selected by Leadership

Criteria: Franchise Operations Team Members who have partnered with their Franchisees to exceed goals on sales increases, store growth, OER audits, customer satisfaction indicators and operational excellence. One winner will be selected.

Award: $2,500 and Plaque
U.S. Build the Brand Team Member of the Year – D PLLC Corporate Only

**Eligibility:** Any team member in the following role: Area Leader-Field Marketing

**Selection Process:** Selected by Leadership

**Criteria:** Build the Brand Team Members who have partnered with their Franchisees to create local level marketing plans that drive performance, exceed sales and EBITDA goals, and positively impact business growth. One winner will be selected.

**Award:** $2,500 and Plaque

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**Gold Franny**

**Eligibility:** Franchisees in good standing

**Selection Process:** Selected by Leadership

**Criteria:** U.S. Franchisees who exhibit exceptional performance in OER audits, AWUS, AWUS growth, store growth, store safety and team member morale. Leadership factors such as involvement in the DMA and the community are also considerations.

**Award:** Gold Franny Statue
**U.S. Cornerstone Award**

**Eligibility:** Franchisees who have built stores within the award year

**Selection Process:** Selected by Leadership

**Criteria:** Franchisees who have created a focus for growth in their organization through new store builds. The winner will be the Franchisee who has built the most stores domestically within the award year. One winner will be selected.

**Award:** MontBlanc Pen and Plaque

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**The selection process for the following awards is defined by the criteria of each award:**

**U.S. Partners Awards**

**Eligibility:** Franchisee that contributes donations to Partners within the award year

**Criteria:**
- Partner of The Year - the highest award given to a franchisee who has shown the most support in one year through activism and donations.
- Diamond - given to any franchisee who donates $19,000 or more annually
- Gold - given to any franchisee who donates $14,000 – 18,999 in one year
- Silver - given to any franchisee who donates $9,000 – 13,999 in one year
- Bronze - given to any franchisee who donates $4,500 – 8,999 in one year
- Distribution Center Award - given to any single DC that donates $4,500 or more in one year
- Positive Impact Awards - given to the franchisee with the highest per store average in the following categories:
  - 1-3 stores
  - 4-9 stores
  - 10+ stores

**Award:** Pin
U.S. Partners Most Improved Award

**Eligibility:** Franchisee that contributes donations to Partners within the award year

**Criteria:**
Franchise Organization who shows the greatest increase in pay roll deduction donations (dollar amount) year over year (not including non-endowment donations)

**Award:** Pin

30 Year Franchisee

**Eligibility:** Franchisees who are celebrating 30 years of store ownership

**Award:** Ring

Top Ten U.S. Stores in Sales

**Eligibility:** Corporate and Franchise Store Managers who were in the winning store a minimum of 10 months and listed as manager of record in store

**Criteria:** Store whose total royalty sales are in the top ten of all U.S. stores

**Award:** $1,000 and Plaque

One Million Dollar Club

**Eligibility:** Corporate and Franchise Store Managers who were in the winning store a minimum of ten months and listed as manager of record in store

**Criteria:** Reach $1 million in sales during fiscal year 2016 for the first time

**Award:** Plaque

Two Million Dollar Club

**Eligibility:** Corporate and Franchise Store Managers who were in the winning store a minimum of ten months and listed as manager of record in store

**Criteria:** Reach $2 million in sales during fiscal year 2016 for the first time. If a store reaches $2 million and has a minimum four-star average for the OER audits, Domino’s will reward the eligible Store Manager with $1,000

**Award:** $2 Million + four-star average OER audits = $1,000, $2 Million and less than four-star average OER audits = Plaque
**Three Million Dollar Club**

**Eligibility:** Corporate and Franchise Store Managers who were in the winning store a minimum of 10 months and listed as the manager of record in the store.

**Criteria:** Reach $3 million in sales during fiscal year 2016 for the first time. If a store reaches $3 million and has a minimum of four-star average for the OER audits, Domino’s will reward the eligible Store Manager with $2,500.

**Award:** $3 Million + four-star average OER audit = $2,500, $3 Million and less than four-star average OER audits= Plaque

**Four Million Dollar Club**

**Eligibility:** Corporate and Franchise Store Managers who were in the winning store a minimum of 10 months and listed as the manager of record in the store.

**Criteria:** Reach $4 million in sales during fiscal year 2016 for the first time. If a store reaches $4 million and has a minimum of four-star average for the OER audits, Domino’s will reward the eligible Store Manager with $5,000.

**Award:** $4 Million + four-star average OER audit = $5,000, $4 Million and less than four-star average OER audits= Plaque
**Important Information**

**Transition to new program:**
All past programs ended on Dec. 31, 2015. The awards and criteria listed above are in place effective Jan. 1, 2016, except where otherwise noted.

Franchisees are responsible for providing the eligible manager name for all award categories.

For determining award eligibility, all stores outside of the continental U.S. follow International programs/criteria.

**Who to Contact with Questions?**
Franchise Operations & Support - at: Michelle Koziol (734) 930-3409, Michelle.Koziol@Dominos.com

**Rolex Challenge Fulfillment – U.S.**
Rolex Challenge achievements will be verified at the World Resource Center. Franchisees or the appropriate Director-Corporate Operations will be contacted after a store reaches the award’s requirements to review achievement and confirm manager to receive award. This information will be confirmed again prior to actual delivery of award.

**U.S. Regional and National Award Nominations**
Each nomination is presented without names and store numbers to an awards committee. Winners will be announced and communicated to the franchisee. Winners will be presented with their awards at an appropriate award ceremony. Domino’s may verify scores and/or performance post nomination but prior to award delivery.

**Disclaimer**
Domino’s Pizza LLC is not responsible for tax liability on awards earned by International Franchisees and their team members.

To be eligible to receive incentives from Domino’s Pizza LLC, the franchisee and/or award winner must be in good standing and will be asked to sign a release for their background check to be completed. Franchisees are considered to be in good standing when current on all financial and contractual obligations.

Domino’s Pizza LLC will not replace or re-issue lost, stolen or damaged awards once they are in the possession of the recipient.

All awards are given at the discretion of Domino’s Pizza LLC. Store closures, combined delivery areas or delivery and service area changes may disqualify a store or franchisee from awards contention.

Domino’s Pizza LLC reserves the right to amend or terminate this program at any time. The obligations as set forth in this document shall be subject to modification in such a manner and to such extent as Domino’s Pizza LLC, in its sole discretion, deems necessary or appropriate or as may be necessary to comply with any law, regulation or governmental order pertaining to such plans.