



BEVGRADE · ACTIVITIES

Field activities, proven and paid.

Launch activities, track submissions, manage teams, and manage payouts. All in one place.

 **BevGrade**

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 **Harlan Whitlock**
Admin

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Version 43

Activities

OPEN ACTIVITIES
2
1 new this week

SUBMISSIONS THIS MONTH
91
from 22 of 30 reps

OWED (QUALIFIED)
\$270
\$1,095 pending a minimum

FLAGGED REPEATS
4
counted, not removed

ACTIVITIES 7

Year: 2026

Status: All

Team: All teams

+ New activity

ACTIVITY	STARTED	ENDED	STATUS	SUBMISSIONS	OWED	ARCHIVE
Casamigos patio feature NEW	Oct 5, 2026	Oct 17, 2026	Open · 5 days left	19	\$0	
Tito's back-bar display	Oct 1, 2026	Oct 31, 2026	Open	72	\$270	
Holiday cocktail menus	Nov 1, 2026	Dec 31, 2026	Upcoming	0	\$0	
Patrón Margarita feature	Sep 1, 2026	Sep 30, 2026	Ended	120	\$3,460	
Bourbon flight feature	Aug 1, 2026	Aug 24, 2026	Ended	0	\$0	
Summer rose by the glass Archived by Denise · Oct 2	Jun 1, 2026	Jul 15, 2026	Ended	0	\$0	☒
Spring sangria feature Archived by Denise · Oct 2	Apr 1, 2026	Apr 30, 2026	Closed	0	\$0	☒

Year = when it started (anything still running also shows in this year) · Active = open & upcoming · : sorts (click again to flip, third time resets) · Double-click an activity to expand it · [All submissions](#)

Tito's back-bar display

Oct 1 – Oct 31, 2026 · set up by Marcus Tillery

[Expand](#) [Actions](#)

Denise Okafor54 · \$270

Marcus Tillery18 · \$0

Reps qualified5 of 30

Managers qualified0 of 6

Repeats flagged4



Email me the report

Download

Screens show a sample company. All names are made up.

Bring reporting and team management into the 21st century.



Business evolves over time. Our systems should too!

Current industry-leading programs are outdated, not user-friendly, and fail to provide the insight your team needs to evolve with the business.



Automation = time saved

Tired of running a report, then editing, then compiling, then editing again? Why not streamline these things all in one place?



Finger on the pulse

Keeping detailed data behind paywalls keeps various management levels out of the loop. Bring them back to the table with customizable multi-level reporting for each level of your team.

Build your team.

1

Add a person

Name, level, who they report to and their email for sign-in. The roll-up fills in and filters by itself, based on how your team is set up.

2

They get an invite

An email with a one-time link, good for 7 days. No passcodes to hand out.

3

They are in

They choose a passcode and land on the right team, ready to go.

<

Team

PEOPLE · 41

+ Add person

Jordan Ellis

Level

Rep

Manager

Upper manager

Admin

View only

Sends photos, sees their own

Reports to

Priya Raman

Rolls up to (filled in automatically)

Rep

Jordan Ellis

↓

Manager

Priya Raman

↓

Upper manager

Denise Okafor

jordan.ellis@beersalesinc.com

They'll get an email with a link to choose their own passcode (it works for 7 days).

Add & send invite

App Owner

Master

active 1 min ago

0 menus · 0 surveys · 0 searches · 0 accounts

>

BevGrade

BevGrade

BevGrade

Instant menu insights are just a few clicks away.

WELCOME TO BEVGRADE, JORDAN

Choose a passcode. From now on you'll sign in with **jordan.ellis@beersalesinc.com** and this passcode. At least 8 characters, with a letter and a number.

New passcode

Type it again

Set up my account

Trouble signing in? [Email support](#)

One loop, from launch to report.

Works on any phone or computer, and the platform is customized for both. Nothing to install: just add BevGrade to your home screen, sign in, and get going!



Run an activity, level by level.

< Activity uploads

NEW ACTIVITY

November Espresso Martini feature

Photo of the menu with the Espresso Martini listed.

Starts (optional) 11/01/2026 Ends (optional) 11/30/2026

REP PAY (OPTIONAL)
Per submission (\$) 15 Minimum to qualify 3

MANAGER PAY (OPTIONAL)
Per team submission (\$) 5 Team minimum 15

Leave any box blank for no pay or no minimum. Nothing is capped.

Create activity

Build it

Name, instructions, dates, rep pay and minimum, manager pay and team minimum.

< Activity uploads

YOUR INCENTIVES
\$70.00 pending a minimum \$160.00

OPEN NOW Sort Ending soonest 2 OF 4

Casamigos patio feature \$15.00 each \$30.00 PENDING
NEW 5 days left
Oct 5 – Oct 17, 2026 · you've sent 2
2 more to qualify (min 4)

Tito's back-bar display \$10.00 each \$40.00 PENDING
Oct 1 – Oct 31, 2026 · you've sent 4
1 more to qualify (min 5)

ENDED (LAST 90 DAYS) 3 >

Reps track it

Track uploads, dollars earned, what is pending, and how many more are needed to qualify.

< Patrón Margarita feature

TEAM SUBMISSIONS 17

Espresso Martini \$10
Patrón Margarita \$10
Whiskey Sour \$14
Gold Rush \$10
Spicy Paloma \$11
Moscow Mule \$14

The Copper Still
Elise Novak · Sep 29 · 7:39 PM

Red Clay Kitchen
Elise Novak · Sep 29 · 7:25 PM

Gold Rush \$14
Whiskey Sour \$11
Spicy Paloma \$13
Patrón Margarita \$15
Old Fashioned \$14
Classic Margarita \$12

Magnolia & Oak
Hannah Pruitt · Sep 29 · 6:05 PM

Silver Spur
Nadia Haddad · Sep 25 · 4:47 PM

Old Fashioned \$11
Moscow Mule \$10
Whiskey Sour \$10
Aperol Spritz \$13
Patrón Margarita \$15
Paper Plane \$11

Sweetgrass Cantina

Pine Street Pub

Managers review it

Managers see every submission downstream from them: the activity, the rep, the time, the bar and the photo.

< Patrón Margarita feature

REPORT 120

Denise Okafor 65
Marcus Tillery 55

Denise Okafor 65

Owen Castellano \$170.00 17/10 17

Elise Novak \$140.00 7/3 7

Nadia Haddad \$100.00 5/3 5

Hannah Pruitt \$60.00 3/3 3

Jamal Whitaker pending · \$20.00 1/3 1

Trevor McAllister pending · \$20.00 1/3 1

Priya Raman \$210.00 21/10 21

Mei Tanaka \$160.00 8/3 8

Brooke Lindqvist \$80.00 4/3 4

Rafael Dominguez \$80.00 4/3 4

Andre Fontaine \$60.00 3/3 3

Colin Abernathy 1 pending · \$40.00 2/3 2

Tamika Brooks \$270.00 27/10 27

Imani Clarke \$140.00 7/3 7

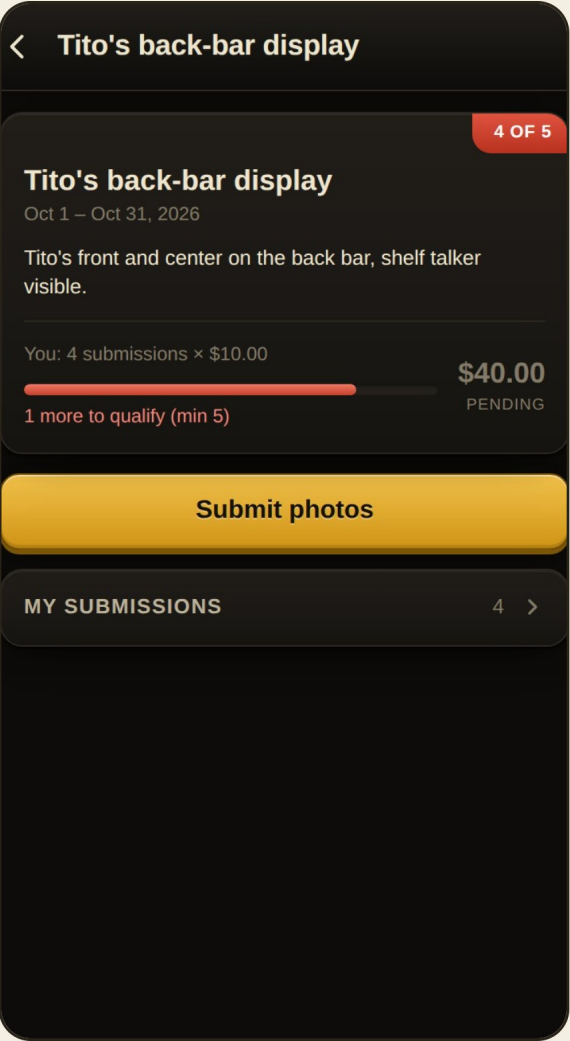
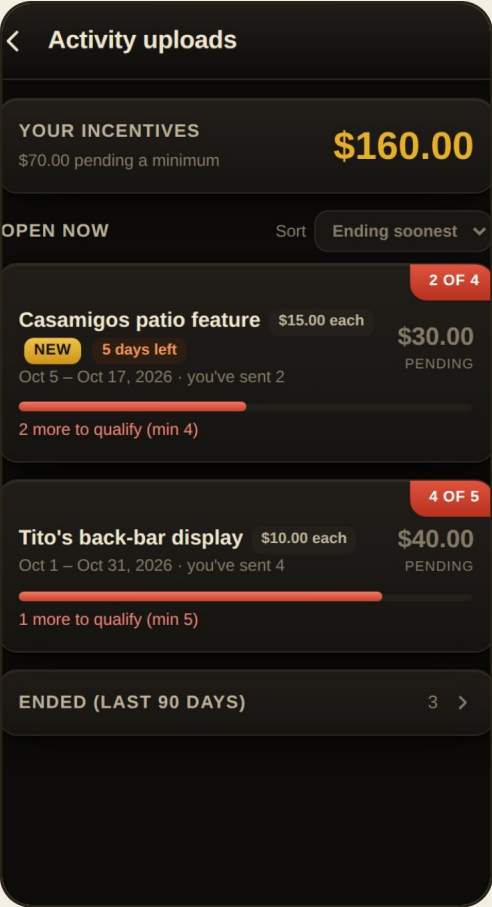
Leaders see it all

The whole team rolled up, side by side, rep by rep.

Pay tracks, and adds up

Watch it grow

Reps see their dollars climb with every submission, on each activity and on their home screen.

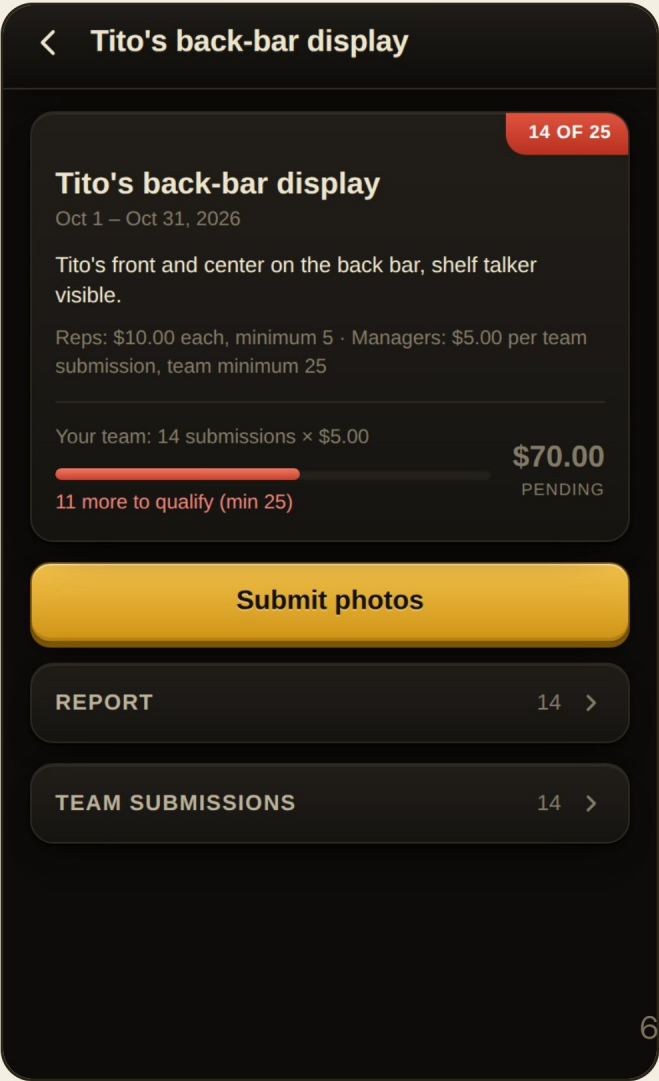


Qualifiers you set

Add a minimum for reps and a team minimum for managers. Until it is met, pay shows as pending, so everyone knows if they qualify.

Managers see it too

Their team's total against the team minimum, and their own pay. No caps: past the minimum, every submission pays.



Everyone sees exactly their slice.

If it's not part of your flow, you can't see it.

Level	Sees	Can
Rep	Their own work and pay	Submit photos
Manager	Their whole team	Track team progress and pay
Upper manager	Everything	Create activities, run reports
Admin	Everything	All of that, plus manage people
View only	Everything	Read and export only

Reports split your way

Filter any view by upper manager or manager. Reports roll up from upper manager → manager → rep, and even list the reps who sent nothing.

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1 new

Submissions

Team

Harlan Whitlock
Admin

Auto

Light

Dark

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Version 43

Activities

OPEN ACTIVITIES

2

1 new this week

SUBMISSIONS THIS MONTH

73

from 15 of 15 reps

OWED (QUALIFIED)

\$270

\$825 pending a minimum

FLAGGED REPEATS

2

counted, not removed

ACTIVITIES 7

Year: 2026

Status: All

Team: Denise Okafor · all under

+ New activity

ACTIVITY	STARTED	ENDED	STATUS	SUBMISSIONS	OWED	ARCHIVE
Casamigos patio feature	Oct 5, 2026	Oct 17, 2026	Open · 5 days left	19	\$0	
Tito's back-bar display	Oct 1, 2026	Oct 31, 2026	Open	54	\$270	
Holiday cocktail menus	Nov 1, 2026	Dec 31, 2026	Upcoming	0	\$0	
Patrón Margarita feature	Sep 1, 2026	Sep 30, 2026	Ended	65	\$1,870	☐
Bourbon flight feature	Aug 1, 2026	Aug 24, 2026	Ended	0	\$0	☐
Summer rosé by the glass Archived by Denise · Oct 2	Jun 1, 2026	Jul 15, 2026	Ended	0	\$0	☒
Spring sangria feature Archived by Denise · Oct 2	Apr 1, 2026	Apr 30, 2026	Closed	0	\$0	☒

Year = when it started (anything still running also shows in this year) · Active = open & upcoming · : sorts (click again to flip, third time resets) · Double-click an activity to expand it · [All submissions](#)

One click: the report, the payouts, and the pictures.

Patron-Margarita-feature-payouts.xlsx													
1	Patrón Margarita feature — payouts												
2	Sep 1, 2026 – Sep 30, 2026 · Ended												
3	Reps: \$20.00 per submission, minimum 3 to qualify												
4	Managers: \$10.00 per team submission, team minimum 10												
5	Exported Oct 12, 2026 10:31 PM by Harlan Whitlock. Amounts are calculated by BevGrade at export.												
6	Use the + / - buttons on the left to show or hide each person's submissions, and the one above the Date column to show or hide the submission details.												
7													
8	Name	Level	Manager	Upper manager	Submissions	Repeats flagged	Sent by a manager	Rate	Minimum	Qualified	Not qualified	Payout	Under minimum (not paid)
9	Denise Okafor	Upper manager			65	1						\$1,870.00	\$80.00
10	Owen Castellano	Manager		Denise Okafor	17			\$10.00	10	✓		\$170.00	-
11	Elise Novak	Rep	Owen Castellano	Denise Okafor	7			\$20.00	3	✓		\$140.00	-
19	Nadia Haddad	Rep	Owen Castellano	Denise Okafor	5			\$20.00	3	✓		\$100.00	-
25	Hannah Pruitt	Rep	Owen Castellano	Denise Okafor	3			\$20.00	3	✓		\$60.00	-
29	Jamal Whitaker	Rep	Owen Castellano	Denise Okafor	1			\$20.00	3		✓	-	\$20.00
31	Trevor McAllister	Rep	Owen Castellano	Denise Okafor	1			\$20.00	3		✓	-	\$20.00
33	Priya Raman	Manager		Denise Okafor	21	1		\$10.00	10	✓		\$210.00	-
34	Mei Tanaka	Rep	Priya Raman	Denise Okafor	8			\$20.00	3	✓		\$160.00	-
35	↳ Sep 3 - Fig & Fennel												
36	↳ Sep 3 - Juniper House												
37	↳ Sep 6 - Iron Horse Tavern												
38	↳ Sep 6 - Cotton Mill Taproom												
39	↳ Sep 14 - The Tipsy Goat												
40	↳ Sep 20 - Twin Oaks Tavern												
41	↳ Sep 22 - Red Clay Kitchen												
42	↳ Sep 28 - Cypress Social												
43	Brooke Lindqvist	Rep	Priya Raman	Denise Okafor	4			\$20.00	3	✓		\$80.00	-
48	Rafael Dominguez	Rep	Priya Raman	Denise Okafor	4			\$20.00	3	✓		\$80.00	-
53	Andre Fontaine	Rep	Priya Raman	Denise Okafor	3			\$20.00	3	✓		\$60.00	-
57	Colin Abernathy	Rep	Priya Raman	Denise Okafor	2	1		\$20.00	3		✓	-	\$40.00
58	↳ Sep 18 - Juniper House												
59	↳ Sep 25 - Juniper House												
60	Tamika Brooks	Manager		Denise Okafor	27			\$10.00	10	✓		\$270.00	-
61	Imani Clarke	Rep	Tamika Brooks	Denise Okafor	7			\$20.00	3	✓		\$140.00	-
69	Desmond Yates	Rep	Tamika Brooks	Denise Okafor	6			\$20.00	3	✓		\$120.00	-
Report													

The payout spreadsheet

One tab, folded by level. Qualified or not, payout and total per person; open any rep to see each submission.

Repeats get flagged ⚠

The same bar twice in one activity, or a near-copy of an earlier photo, is flagged in the app and every export. It doesn't disqualify the submission; it points out the discrepancy and leaves the decision to you.

BEVGRADE · ACTIVITY REPORT

Patrón Margarita feature

Sep 1, 2026 – Sep 30, 2026 · Ended

The results

120 submissions from 29 of 29 reps, at 38 accounts.
23 of 29 reps qualified for pay.
Owed (qualified only): **\$2,260.00** to reps · **\$1,200.00** to managers · **\$3,460.00** total.
⚠ 2 submissions flagged as repeats (counted, not removed).

Upper manager	Submissions	Payouts
Denise Okafor	65	\$1,870.00
Marcus Tillery	55	\$1,590.00

Top reps

Rep	Manager	Submissions	Payout
Mei Tanaka	Priya Raman	8	\$160.00
Elise Novak	Owen Castellano	7	\$140.00
Imani Clarke	Tamika Brooks	7	\$140.00
Felix Bergstrom	Dwayne Hollis	7	\$140.00
Aisha Rahimi	Leland Voss	7	\$140.00

How it was set up

Name	Patrón Margarita feature
Dates	Sep 1, 2026 – Sep 30, 2026
Status	Ended
Set up by	Denise Okafor on Sep 1, 2026
Last changed	Oct 12, 2026
Instructions to reps	Photo of the cocktail menu with the Patrón Margarita listed. One photo per account.
Reps pay	\$20.00 per submission, minimum 3 to qualify
Managers pay	\$10.00 per team submission, team minimum 10

Attached

PDF report — the roll-up, then every submission with its photo, account, rep and time.

The email: a recap, with the photo report PDF and the spreadsheet attached.

Built to run a whole sales force.

-  **Secure sign-in**
Email and passcode, invite links that expire, and lockouts after repeated wrong tries.
-  **Grows with your org**
Any number of activities, teams and view-only seats. Archive people without losing history.
-  **Phone and computer**
Reps work on their phones. Leaders get a desk view filtered by year, status and team.



 BevGrade

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Activities 1 new

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Team

 Harlan Whitlock
Admin

Auto

Light

Dark

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Patrón Margarita feature

Actions  Email me the report  Download

Sep 1 – Sep 30, 2026 · set up by Denise Okafor · Reps: \$20.00 each, minimum 3 · Managers: \$10.00 per team submission, team minimum 10
Photo of the cocktail menu with the Patrón Margarita listed. One photo per account.

SUBMISSIONS

120

2 sent by a manager (*)

OWED (QUALIFIED)

\$3,460

reps \$2,260 · managers \$1,200

PENDING A MINIMUM

\$140

not owed unless they qualify

REPS QUALIFIED

23 / 29

managers 6 / 6

FLAGGED REPEATS

2

counted, not removed

REPORT

120

Denise Okafor

65

Marcus Tillery

55

Denise Okafor

65

Owen Castellano

\$170.00

17/10

17

Elise Novak

\$140.00

7/3

7

Nadia Haddad

\$100.00

5/3

5

Hannah Pruitt

\$60.00

3/3

3

Jamal Whitaker

pending · \$20.00

1/3

1

Trevor McAllister

pending · \$20.00

1/3

1

Priya Raman

\$210.00

21/10

21

Mei Tanaka *

\$160.00

8/3

8

Brooke Lindqvist

\$80.00

4/3

4

Rafael Dominguez

\$80.00

4/3

4

Andre Fontaine

\$80.00

4/3

4

EVERYONE'S SUBMISSIONS

120

COCKTAILS

115

Negroni
basil syrup · fresh juice

\$15

Gold Rush
grape · lemon · soda

\$13

Paper Plane
basil syrup · fresh juice

\$13

Patron Margarita
citrus · lemon · orange

\$11

Massone Mule
citrus · lemon · soda

\$11

French 75
grape · lemon · soda

\$13

Velvet Fox Lounge
Lorena Castillo · Sep 29 · 7:42 PM
[delete](#)

COCKTAILS

115

Whiskey Sour
citrus · lemon · orange

\$11

Spicy Paloma
citrus · lemon · orange

\$13

Old Fashioned
citrus · lemon · orange

\$12

Classico Margarita
basil syrup · fresh juice

\$12

Magnolia & Oak
Hannah Pruitt · Sep 29 · 6:05 PM

COCKTAILS

115

Espresso Martini
basil syrup · fresh juice

\$16

Patron Margarita
citrus · lemon · orange

\$16

Whiskey Sour
citrus · lemon · orange

\$14

Spicy Paloma
citrus · lemon · orange

\$11

Massone Mule
citrus · lemon · soda

\$14

The Copper Still
Elise Novak · Sep 29 · 7:39 PM
[delete](#)

COCKTAILS

115

French 75
citrus · lemon · orange

\$11

Paper Plane
citrus · lemon · orange

\$16

Old Fashioned
citrus · lemon · orange

\$16

Whiskey Sour
citrus · lemon · orange

\$16

Red Clay Kitchen
Elise Novak · Sep 29 · 7:25 PM
[delete](#)

COCKTAILS

115

Patron Margarita
citrus · lemon · orange

\$11

Massone Mule
citrus · lemon · soda

\$12

Paper Plane
citrus · lemon · orange

\$13

Bourbon Alley
Miles Pettigrew · Sep 29 · 5:04 PM

COCKTAILS

115

Patron Margarita
citrus · lemon · orange

\$11

Massone Mule
citrus · lemon · soda

\$12

Paper Plane
citrus · lemon · orange

\$13

Hickory Smoke Bbq
Paige Soranssen · Sep 29 · 2:52

admin@bevgrade.app

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