



Sales & Marketing Council's 2021 MAME AWARDS Sales Volume Checklist!

EEE:

\$50.00 PER ENTRY BEFORE 1/15/21 or \$75 PER ENTRY AFTER 1/15/21 – due to the event being virtual, there are absolutely no late entries accepted. Nothing accepted after 2/19/21. If you submit after 2/19/21 your payment will be returned to you.

Sales Volume Excellence Awards are awarded for new home sales that have closed between January 1, 2020 and December 31, 2020. Builder Sales Representatives and REALTORS® are eligible. Closed net volume is used to determine award category, and all submittals are subject to audit.

Checklist:

- **Completed Entry Form**
- **Entry Payment (see above)**
- **Application Fee of \$75**
- **Completed Sales Volume Calculation Form** (downloaded separately)
- **Color Head Shot Photo:** please label file as award recipient's first and then last name. Email to samerson@hbar.org. If multiple agents with one firm, one email is acceptable with each individual's file name as their actual name. Team entry must be one group photo and file name is the team name.

NOTE: **There is no awards dinner this year due to COVID, the awards presentation will be virtual!
We are excited to bring the MAME awards to you this way, so watch for new and exciting opportunities to participate and sponsor the awards presentation!**

Entry Deadline: February 19th, 2021

HBAR, 400 N. Ridge Road, Henrico, VA 23229

Please direct any questions to *Shannon Amerson samerson@hbar.org* 804-282-0475



**Sales & Marketing Council's
2021 MAME AWARDS
Sales Volume Excellence Entry Form**

FEE: EARLY BIRD \$50 PER ENTRY BEFORE 1/15/21, \$75 AFTER 1/15/21*

Sales Volume Excellence Awards are awarded for **new home sales that have closed between January 1, 2020 and December 31, 2020**. Builder Sales Representatives and REALTORS® are eligible. Closed net volume is used to determine award category, and all submittals are subject to audit.

Judging Criteria: Individual or Team Production for Closed Net Volume from the previous calendar year.

Submission Requirements:

- **Completed Entry Form with Entry Payment + Application Fee of \$75 due no later than 2/19/21.**
****Due to production preparations required for the virtual event, no late entries will be accepted****
- **Completed Sales Volume Calculation Form**
- **Color Head Shot Photo:** Please label file as award recipient's first and then last name. Email to samerson@hbar.org. *If multiple agents with one firm, one email is acceptable with each individual's file name as their actual name. Team entry must be one group photo and file name is the team name.*

SALES VOLUME EXCELLENCE AWARDS – (Net CLOSED Volume)

Note: Team participants are not eligible for the Hall of Fame, Summit, and Ace Personal Excellence Awards

- Bronze Award – at least \$750,000 individually _____
- Silver Award – at least \$1.5 million individually _____
- Gold Award – at least \$3 million individually _____
- Platinum Award – at least \$7 million individually _____
- Team Award – at least \$3 million and two agents _____

Name: _____ Email: _____

Company Name: _____ Cell Phone: _____

Complete Mailing Address: _____ Zip: _____

_____ By initialing here, you agree to pay application fee + entry fee based on above notes

To pay with major credit card, please complete the below, noting complete billing address if different

from above: Name on Card: _____ Exp. Date: _____

Account Number: _____ CVV Code _____

Complete Billing Address: _____ Zip: _____

Entry Deadline: February 19th, 2021