



Personal Achievement Award Information

106. Rookie Sales Counselor of the Year, Volume Builder

107. Rookie Sales Counselor of the Year, Custom Builder

(A Rookie is someone in their first year of new home sales with current employer.)

108. Sales Counselor of the Year, Volume Builder

109. Sales Counselor of the Year, Custom Builder

Judging Criteria:

Candidates will be judged on professional approach to sales, selling techniques, philosophies. Other qualifications are the ability to overcome market obstacles, industry and community involvement and results. Marketing Statement must be 300 words or less.

Materials for Submission Checklist:

- Letter from candidate's supervisor stating an assessment of the candidate's effectiveness in sales, follow-up, customer satisfaction, and contribution to the company's growth (one page maximum)
- Image of candidate
- Signed Sales Volume Affidavit
- Personal Resume' (one page maximum)
- Marketing Statement
- Completed Personal Achievement Award Information form
- Completed Entry form

Additional Entry Information

_____ Category Number

_____ Gross number of homes sold

_____ Total dollar value representing above number

_____ Number of homes cancelled

_____ Total dollar volume

_____ Net number of homes closed

_____ Total dollar volume