



# 2010 Sales & Marketing Awards Application Pacesetter Award

## NEW HOME COMMUNITY SALESPERSON OF THE YEAR

Sample Sheet Only. Visit [www.stlhma.com/memberevents/awards](http://www.stlhma.com/memberevents/awards) to apply.

**Company Name:** \_\_\_\_\_

**Applicant Name:** \_\_\_\_\_ **Applicant Title:** \_\_\_\_\_

**Start Date With Company:** \_\_\_\_\_ **Start Date in New Home Sales:** \_\_\_\_\_

**Submitter Name** (If other than applicant): \_\_\_\_\_

**Please provide information for each community worked during the sales period noted in the SMC brochure. If having worked in more than three communities during the period, please continue on a separate sheet of paper and follow the outline below.**

**Community #1--**

Community Name: \_\_\_\_\_

Dates worked in community: \_\_\_\_\_

Operating Hours: \_\_\_\_\_

Selling Environment: \_\_\_\_\_

Number and type of models sold by applicant: \_\_\_\_\_

Home Price Range: \_\_\_\_\_ Number of Closed Sales: \_\_\_\_\_ Dollar Volume of Closed Sales: \_\_\_\_\_

**Community #2--**

Community Name: \_\_\_\_\_

Dates worked in community: \_\_\_\_\_

Operating Hours: \_\_\_\_\_

Selling Environment: \_\_\_\_\_

Number and type of models sold by applicant: \_\_\_\_\_

Home Price Range: \_\_\_\_\_ Number of Closed Sales: \_\_\_\_\_ Dollar Volume of Closed Sales: \_\_\_\_\_

**Community #3--**

Community Name: \_\_\_\_\_

Dates worked in community: \_\_\_\_\_

Operating Hours: \_\_\_\_\_

Selling Environment: \_\_\_\_\_

Number and type of models sold by applicant: \_\_\_\_\_

Home Price Range: \_\_\_\_\_ Number of Closed Sales: \_\_\_\_\_ Dollar Volume of Closed Sales: \_\_\_\_\_

**Total Number of Closed Sales**

**Total Dollar Volume of Closed Sales**

**Grand Totals=** \_\_\_\_\_

\_\_\_\_\_

<b>Was applicant involved in any of the following duties? Please check "Yes" or "No."</b>	Yes	No
Marketing	<input type="checkbox"/>	<input type="checkbox"/>
Training	<input type="checkbox"/>	<input type="checkbox"/>
Contract and Related Paperwork	<input type="checkbox"/>	<input type="checkbox"/>
Prequalification and Loan Process	<input type="checkbox"/>	<input type="checkbox"/>
Structural/Pre-Construction Design	<input type="checkbox"/>	<input type="checkbox"/>
Final Pre-Construction Review	<input type="checkbox"/>	<input type="checkbox"/>
Electrical Walkthroughs	<input type="checkbox"/>	<input type="checkbox"/>
Servicing Buyer Concerns During Construction	<input type="checkbox"/>	<input type="checkbox"/>
Pre-Close Walkthrough	<input type="checkbox"/>	<input type="checkbox"/>
Closing	<input type="checkbox"/>	<input type="checkbox"/>

**Please answer the following questions (Questions 5-7, 150 words or less):**

**1. Did applicant have an assistant? \_\_\_\_ 2. Percentage of closings based on referrals? \_\_\_\_**

**3. Credits and Affiliations? \_\_\_\_\_**

**4. Describe applicant's sales presentation strengths (100 words or less).**

**5. What steps has applicant taken to further his/her career?**

**6. Describe any community challenges applicant faced and overcame.**

**7. What attributes does applicant possess that qualifies him/her for this award?**

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**Certification**

**Entrant:** I certify that all the responses and information presented with this application are true and correct to the best of my knowledge and belief.

Print Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Submitter:** I certify that all the responses and information presented with this application are true and correct to the best of my knowledge and belief.

Print Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Company President:** I certify that all the responses and information presented with this application are true and correct to the best of my knowledge and belief.

Print Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

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**New Home Community Salesperson of the Year entry fee is \$65**

**APPLICATION AND CHECK MUST BE RECEIVED AT THE HBA BY 5 P.M. ON FRIDAY, JULY 9, 2010**

**NO REFUNDS WILL BE GIVEN AFTER 5 P.M. ON MONDAY, JULY 12, 2010**