



2010 Sales & Marketing Awards Application Pacesetter Award NEW HOME SALES MANAGER OF THE YEAR

Sample Sheet Only. Visit www.stlhma.com/memberevents/awards to apply.

Company Name: _____

Applicant Name: _____ **Applicant Title:** _____

Start Dates: Company _____ New Home Sales _____ New Home Sales Mgmt. _____

Submitter Name (If other than applicant): _____

Please answer the following questions:

1. Credits and Affiliations? _____

2. Number of communities overseen? _____

3. Number of salespersons managed? _____

4. Price range of homes offered by applicant's company? _____

5. Number of closed sales during sales period noted in SMC brochure? _____

6. Sales volume during sales period noted in SMC brochure? _____

7. What percentage of applicant's annual sales volume is co-brokered? _____

8. What education program and/or sales training does applicant impart to the sales team? _____

9. What are the top three messages applicant uses to motivate staff during a slump?

10. Describe applicant's recruiting/hiring process and how applicant builds his/her team.

11. Describe applicant's process of training newly hired salespeople.

12. What was the turnover rate during the sales period? _____

Please explain.

13. How does applicant evaluate sales force? (150 words or less)

14. Describe any community challenges applicant faced and overcame. (150 words or less)

15. To what does applicant attribute his/her success as a new home sales manager? (150 words or less)

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: _____

New Homes 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**