



# 2010 Sales & Marketing Awards Application

## Pacesetter Award

# ROOKIE SALESPERSON OF THE YEAR

Sample Sheet Only. Visit [www.stlhba.com/memberevents/awards](http://www.stlhba.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 as a full-time salesperson: \_\_\_\_\_

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

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

Types 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 as a full-time salesperson: \_\_\_\_\_

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

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

Types 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 as a full-time salesperson: \_\_\_\_\_

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

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

Types 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=** \_\_\_\_\_

\_\_\_\_\_

**Please answer the following questions in 150 words or less:**

**1. What was applicant doing prior to selling new homes?**

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

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

**4. 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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**Rookie 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**