

# SMAC Entry Form: New Home Community Sales Manager of the Year

## General Information

**Company Name**

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**Applicant Name**

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**Applicant Title**

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**Submitter Name (if other than applicant)**

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**Start Date with Company**

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**When did the applicant begin working in new home sales for this company?**

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**When did the applicant begin working in new home sales management for this company?**

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# SMAC Entry Form: New Home Community Sales Manager of the Year

*Please answer the following questions.*

**Does the applicant have any affiliations?**

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**How many communities does the applicant oversee?**

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**How many salespeople does the applicant manage?**

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**What is the price range of homes offered by the applicant's company?**

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**What was the applicant's total number of closed sales between January 2017-December 2017?**

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**What was the applicant's sales volume between January 2017-December 2017?**

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**What percentage of the applicant's annual sales volume is co-brokered?**

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**What educational program and/or sales training does the applicant impart to the sales team?**

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**What are the top three messages the applicant uses to motivate staff?**

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**Describe the applicant's process of training newly hired salespeople.**

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**What tools are used to retain the applicant's sales team?**

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**How does the applicant evaluate sales force?**

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

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

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**Is the applicant involved in his/her community? If so, how?**

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By clicking submit, the applicant/submitter certifies that all responses and information in this application are true and correct to the best of his/her knowledge and belief.