

SMAC Entry Form: Rookie Salesperson of the Year

General Information

Company Name

Applicant Name

Applicant Title

Submitter Name (if other than applicant)

Start Date with Company

Start Date in New Home Sales

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Please provide information for each community worked during the sales period of January 2017-December 2017. The applicant's first year as a full-time new home sales agent must fall within this 12-month sales period. If the applicant worked in more than four communities, please contact HedgesJ@hbastl.com with the remaining community information.

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

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Please provide information for each community worked during the sales period of January 2017-December 2017. The applicant's first year as a full-time new home sales agent must fall within this 12-month sales period. If the applicant did not work in more than one community, please skip this page and the next two pages by clicking "Next." If the applicant worked in more than four communities, please contact HedgesJ@hbastl.com with the remaining community information.

Community #2

If the applicant did not work in more than one community, please skip this page and next two pages by clicking "Next."

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

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Please provide information for each community worked during the sales period of January 2017-December 2017. The applicant's first year as a full-time new home sales agent must fall within this 12-month sales period. If the applicant did not work in more than two communities, please skip this page and the next page by clicking "Next." If the applicant worked in more than four communities, please contact HedgesJ@hbastl.com with the remaining community information.

Community #3

If the applicant did not work in more than two communities, please skip this page and the next page by clicking "Next."

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

Number of Closed Sales

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Please provide information for each community worked during the sales period of January 2017-December 2017. The applicant's first year as a full-time new home sales agent must fall within this 12-month sales period. If the applicant did not work in more than three communities, please skip this page by clicking "Next." If the applicant worked in more than four communities, please contact HedgesJ@hbastl.com with the remaining community information.

Community #4

If the applicant did not work in more than three communities, please skip this page by clicking "Next."

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

Number of Closed Sales

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Please complete the following questions.

Total number of closed sales from January 2017-December 2017

Total dollar volume of closed sales from January 2017-December 2017

Check "Yes" or "No" to whether the applicant was involved in the following duties.

Yes No

Marketing

Training

Contract & related paperwork

Pre-qualification & loan process

Structural/Pre-construction design

Final pre-construction review

Electrical walkthroughs

Servicing buyer concerns during construction

Pre-close walkthrough

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Please answer the following questions in 150 words or less.

Did the applicant have an assistant?

What was the applicant's percentage of closings based on referrals?

Does the applicant have any affiliations?

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

Describe the applicant's sales presentation strengths.

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

Describe any community challenges the applicant faced and overcame.

What attributes does the applicant exhibit that qualifies him/her for this award?

What was the applicant doing prior to new home sales?

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.