

# Sales Circle Awards

Please read the following information before completing your online application:

## Eligibility

**Please see below for entry fees.** Applications received after 5 p.m. on Feb. 9, 2018, will be charged an additional \$25 per application. Companies will be invoiced by the HBA for submitted entries.

The Sales Circle Awards are available to dues paying HBA Sales & Marketing Council members in good standing during awards timing, January 2017 – December 2017. New home community salespeople who do the actual selling and builders who do their own selling, as well as sales managers, may apply for recognition. To verify membership or for a company listing of Sales & Marketing Council members, please contact Jessica Hedges at [HedgesJ@hbastl.com](mailto:HedgesJ@hbastl.com).

## Requirements – New Home Salespeople/Sales Managers (including Real Estate Salespeople/Sales Managers)

A community salesperson selling new homes exclusively must have closed sales during the specified time period above. A real estate salesperson, selling both new and pre-owned homes must count only their closed new home sales towards this certificate.

A sales manager is given recognition for total volume of closed sales achieved by their sales staff. Please note that it is allowable for a selling sales manager to submit his/her name under both salesperson and sales manager categories. Separate sales figures must be indicated on the form.

## Sales Levels

Bronze Level – Up to \$3.9 million in sales

Silver Level – \$4 to \$7.9 million in sales

Gold Level – \$8 to \$11.9 million in sales

Platinum Level – \$12 million and above in sales

## Requirements – Lifetime Sales Circle Plaques/Year Tags

To earn these plaques, a salesperson must attain Sales & Marketing Council Sales Circle recognition for six consecutive years, including the year of the Lifetime Plaque presentation. To become eligible for a Lifetime Plaque, applicants must submit photocopies of their five previous consecutive year certificates along with the application entry. In order to receive annual year tags in subsequent years, Lifetime Plaque recipients must continue to submit an annual Sales Circle application.

If you would like a certificate as well as a year tag, certificates must be ordered separately from tags and must also be paid for in advance.

## Entry Fees

- Sales certificates for new home community salespeople and managers – \$10
- Lifetime Sales Plaque – \$95
- 2017 Year Tag – \$12