

Personal Achievement Awards (Pacesetters)

Please read the following information before completing your online application:

Entry fee for Pacesetter Awards is \$80 per entry. Entries received after 5 p.m. on Feb. 9, 2018, will be charged an additional \$25 per entry. Companies will be invoiced by the HBA for submitted entries.

New Home Community Salesperson of the Year

Information provided on the application is for sales activities between January 2017 and December 2017 achieved solely by the applicant and not as part of a sales team. Based on a 25-point total. Applicant is judged on sales total in closed volume (5 points), depth of work duties (4 points), sales strengths (5 points), professional improvement (3 points), community challenges faced and overcame (5 points) and civic/community involvement (3 points).

Highest Closer

Information provided on the application is for closed sales activities between January 2017 and December 2017. The winning applicant(s) will have the largest total amount of homes closed and/or highest dollar volume sold in the 12-month sales period. *Note: Two awards will be given. One for highest dollar volume in closed sales and one for highest number of homes sold. One entry fee per entrant for both awards.*

Rookie Salesperson of the Year

Information provided on the application is for sales activities between January 2017 and December 2017 achieved solely by the applicant and not as part of a sales team. The applicant's first year as a full-time community sales agent must fall within this 12-month sales period. Based on a 25-point total. Applicant is judged on sales total in closed volume (5 points), depth of work duties (4 points), sales strengths (5 points), professional improvement (3 points), community challenges faced and overcame (5 points) and civic/community involvement (3 points).

Assistant Community Salesperson of the Year

Information provided on the application is for sales activities between January 2017 and December 2017. The applicant's primary function and responsibility must be assisting a New Home Salesperson/Sales Manager. Based on a 22-point total. Applicant is judged on number of communities involved in (3 points), primary job functions performed (5 points), above and beyond tasks performed (3 points), professional improvement (3 points), civic/community involvement (3 points) and letter(s) of recommendation from salesperson(s) assisted (5 points).

New Home Sales Manager of the Year

Information provided on the application is for sales activities between January 2017 and December 2017. Based on a 28-point total. Applicant is judged on number of people and positions supervised (5 points); sales total in closed volume (5 points); staff evaluation, motivation and retention (7 points); market challenges faced and overcame (5 points); professional improvement (3 points); and civic/community involvement (3 points).

Marketing Director of the Year (Builder/Associate)

The applicant will be judged on a 24-point scale in the following categories: innovative marketing tactics used (5 points), research and product development (5 points), results in the market from your marketing contributions (3 points), contribution to company's results/success (5 points), professional improvement (3 points) and civic/community involvement (3 points).

Construction Manager of the Year

The applicant's primary function and responsibility must be overseeing the home building process on-site. They must participate in homeowner meetings and walkthroughs. Based on a 33-point total. Applicant is judged on primary job functions performed (4 points), above and beyond tasks performed (3 points), professional improvement (3 points), civic/community involvement (3 points), letter(s) of recommendation from salesperson(s) and from home owner(s) (20 points).

Personal Achievement Awards (Pacesetters) (Continued)

Real Estate Sales Manager or Agent of the Year

The applicant must work directly for a real estate company in addition to working with one or more home builders by assisting them in a sales and marketing capacity. In working with home builders, the applicant must have a "listing" and/or "marketing agreement" with the builder(s). Information provided on the application is for sales activities between January 2017 and December 2017. Based on a 23-point total. Applicant is judged on sales total (5 points), sales strengths (5 points), market challenges faced and overcame (5 points), professional development (5 points) and civic/community involvement (3 points).

Mortgage Company of the Year

The applicant will be judged on a 21-point scale in the following categories: Contributions to the home building industry (10 points), support of the local Sales & Marketing Council through involvement, sponsorship or other avenues (5 points), market research (3 points) and civic/community involvement (3).

Mortgage Professional the Year

The applicant will be judged on a 26-point scale in the following categories: Job duties and contributions as it relates to the home building industry (5 points), buyer and consumer follow-up (3 points), market research (3 points), unusual challenges faced and overcame (3 points), contribution to home building industry (3 points), professional improvement (3 points), civic/community involvement (3 points) and homebuilder/salesperson recommendation (3 points).