

Home Builders Association of St. Louis & Eastern Missouri Awards Program

Personal Achievement – *New Home Community Sales Team of the Year*

Deadline

All entries must be submitted online no later than 5 p.m. on Feb. 8, 2019. After this time, entries are subject to a \$25 late fee per entry.

Cost

The entry fee for a Personal Achievement submission is \$80 per entry. Companies will be invoiced by the HBA for submitted entries. No refunds will be given.

Eligibility

- Your employer must be a builder member of the Home Builders Association of St. Louis and Eastern Missouri.
- Information provided on the application must be for sales activities between January 2018 and December 2018.

Judging

Personal Achievement submissions are judged on a 100-point system. Should the situation occur where there is only one entry in a Personal Achievement category, 70 points would qualify as a winning entry without competition. The HBA reserves the right to eliminate any category due to insufficient entries or where the quality of work does not warrant a winner. There are no ties in a category. A definitive winner will be picked by the judges.

A New Home Community Sales Team includes anyone who engages with customers and has a responsibility in the community, including but not limited to the salesperson, sales assistant, construction manager, selections coordinator, estimator, title/closing manager and customer service manager. The team is judged on sales total in closed volume (20 points), team strengths (20 points), team building/professional development (20 points), customer experience (20 points), and community challenges faced and overcame (20 points).

[Click here to apply.](#)

Please note: You may click through the online application to preview the questions prior to submitting your entry form. You cannot save your entry form and return to complete it later. You may choose to type your answers in a Word document first and then copy and paste them into the online application once you are prepared to submit.