

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

## Personal Achievement – *Real Estate Sales Manager or Agent 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 an associate member of the Home Builders Association of St. Louis and Eastern Missouri.
- 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 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.

Applicant is judged on sales total (22 points), sales strengths (22 points), market challenges faced and overcame (22 points), professional development (22 points) and community involvement (12 points).

Entries are categorized by managers and agents.

**[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.