

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

## ***Sales Circle Certificate for New Home Community Sales Manager***

### **Deadline**

All entries must be submitted online no later than 5 p.m. on Feb. 5, 2021. After this time, entries are subject to a \$25 late fee per entry.

### **Cost**

A Sales Circle certificate for a new home community sales manager is \$10. Companies will be invoiced by the HBA for submitted entries. No refunds will be given.

### **Eligibility**

- Your employer must be a member of the Home Builders Association of St. Louis and Eastern Missouri.
- The applicant must be a dues paying HBA Sales & Marketing Council member in good standing during awards timing, January 2020 – December 2020. 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).
- Information provided on the application must be for total volume of closed sales between January 2020 and December 2020 achieved by the applicant's sales staff. A real estate sales manager, selling both new and pre-owned homes, must count only their team's closed new home sales towards this certificate.
- It is allowable for a selling sales manager to submit his/her name under both salesperson and sales manager sales certificate categories. Separate sales figures must be indicated on the forms.

### **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

### **[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.