



Rookie Sales Professional

Biannual Sales Achievement Awards

First Half: January 1 - June 30

Second Half: July 1 - December 31

Candidate Name and Email Address:

Company Name:

Submitted by:

Email Address:

Community Name and City:

Product Type:

Product Price Range:

Sales Information:

Number of Net Homes Sold:

Number of Homes Closed:

Dollar Volume of Homes Closed:

Please write a statement in 300 words or less describing unusual obstacles faced with regards to product, price, location, etc. Did the floorplans or surrounding areas have any unique obstacles? You may also include any creative selling strategies applied, use of social media, and/or how they have worked with their internal teams outside of sales if applicable. Why do you think the candidate should win this award?



Sales Professional **Biannual Sales Achievement Awards**

First Half: January 1 - June 30

Second Half: July 1 - December 31

Under \$750,000 *(Attached)*

Over \$750,000 *(Attached)*

Under \$750,000 *(Detached)*

Over \$750,000 *(Detached)*

Candidate Name and Email Address:

Company Name:

Submitted by:

Email Address:

Community Name and City:

Do you work as a team at your community?

Product Type:

Product Price Range:

Sales Information:

Please provide only your individual net sales and net closings, excluding any sales from the team as a whole. *(if applicable)*

Number of Net Homes Sold:

Number of Homes Closed:

Dollar Volume of Homes Closed:

Please write a statement in 300 words or less describing unusual obstacles faced with regards to product, price, location, etc. Did the floorplans or surrounding areas have any unique obstacles? You may also include any creative selling strategies applied, use of social media, and/or how they have worked with their internal teams outside of sales if applicable. Why do you think the candidate should win this award?



Sales Team

Biannual Sales Achievement Awards

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Second Half: July 1 - December 31

Under \$750,000 *(Attached)*

Over \$750,000 *(Attached)*

Under \$750,000 *(Detached)*

Over \$750,000 *(Detached)*

Candidate Names and Email Addresses:

Company Name:

Submitted by:

Email Address:

Community Name and City:

Product Type:

Product Price Range:

Sales Information:

Number of Net Homes Sold:

Number of Homes Closed:

Dollar Volume of Homes Closed:

Please write a statement in 300 words or less describing unusual obstacles faced with regards to product, price, location, etc. Did the floorplans or surrounding areas have any unique obstacles? You may also include any creative selling strategies applied, use of social media, and/or how they have worked with their internal teams outside of sales if applicable. Why do you think the candidate should win this award?



Online Sales Professional Biannual Sales Achievement Awards

First Half: January 1 - June 30

Second Half: July 1 - December 31

Candidate Name and Email Address:

Company Name:

Submitted by:

Email Address:

Number of Communities Supported:

Price Range From: \$

To: \$

Attached

Detached

Provide the information requested below for this reporting period:

Total Number of contacts (leads):

%

Conversion Rate to Online Appointments Made:

%

Conversion Rate to Sales:

Please write a statement of how this team or individual is exemplary within their role:



Online Sales Teams Biannual Sales Achievement Awards

First Half: January 1 - June 30

Second Half: July 1 - December 31

Candidate Name and Email Address:

Company Name:

Submitted by:

Email Address:

Number of Communities Supported:

Price Range From: \$

To: \$

Attached

Detached

Provide the information requested below for this reporting period:

Total Number of contacts (leads): %

Conversion Rate to Online Appointments Made: %

Conversion Rate to Sales:

Please write a statement of how this team or individual is exemplary within their role:



Shining Star Award

Biannual Sales Achievement Awards

First Half: January 1 - June 30

Second Half: July 1 - December 31

Candidate Name and Email Address:

Company Name:

Submitted by:

Email Address:

Phone:

Please write a statement in 300 words or less describing any accomplishments, innovations, or items of merit you wish the judges to be made aware of: