



Sales Manager of the Year Entry Form

This award is to recognize an individual who demonstrates excellence in the management of residential sales personnel and has motivated his/her sales team to produce the maximum number of sales and closings from August 1, 2006 to August 1, 2007.

Name of Entrant: _____

Company Name: _____

Submitted by Title/Position: _____

Phone: _____

Address: _____

City/State/Zip: _____

Signature _____

Date: _____

1. Number of homes sold (NET) 8/1/05 to 8/1/06 _____

2. Dollar volume of homes sold, 8/1/05 to 8/1/06 _____

3. Number of sales people/others supervised _____

4. List entrant's job duties and responsibilities

5. Industry activities (SMC, BIA, HBC, Committees, Director / Officer, etc.)

6. Describe training for sales staff conducted or staged by entrant (dates, locations, etc.)

7. Number of communities (tracts) and counties managed by entrant

8. Other functions supervised by entrant (resale, design center, escrow, etc.)

9. Non-industry involvement activities

10. Self-improvement, management and other educational activities pursued by entrant to increase managerial effectiveness

11. Entrant's professional designations (MIRM, GBI, LCDM, CSP, CMP etc.)

ELIGIBILITY REQUIREMENTS:

1. Employee of BIA/SC Member
2. Individual is SMC/LAV Member

Check List: Entry form, Signature of entrants sponsor, Statement attached to entry form, photo of entrant on CD.

Sales Manager of the Year – 2007

In 200 words or less, please describe entrant's achievements, contributions and challenges most important to your firm and staff. Pay particular attention to innovative programs designed to motivate staff, keep management informed, deal with problems (such as contingencies, presales, competition, etc.) and relationships within the firm.