



**TEAM SALES ACHIEVEMENT AWARD**

*All the information provided below is for sales activities achieved solely by the team between July 1, 2016 and June 30, 2017 - referred to hereafter as the "Sales Period".*

1. Name of Entrants: First: \_\_\_\_\_ Last: \_\_\_\_\_  
First: \_\_\_\_\_ Last: \_\_\_\_\_

2. List Entrant's Professional designations: (CSP, MCSP, CMP, MIRM, etc): \_\_\_\_\_

3. Company Name: \_\_\_\_\_

4. Address: \_\_\_\_\_

5. Phone: \_\_\_\_\_

6. Website address: \_\_\_\_\_

7. Email: \_\_\_\_\_

8. Member (or employee of member) of which HBA: \_\_\_\_\_

8. Years in new home sales: \_\_\_\_\_ Years with this company: \_\_\_\_\_

9. Type of company - Home Builder: \_\_\_\_\_ Local \_\_\_\_\_ Regional/National \_\_\_\_\_

Developer: \_\_\_\_\_ Local \_\_\_\_\_ Regional/National \_\_\_\_\_

10. Total dollar volume of net sales for the sales period:  
\$ \_\_\_\_\_

11. Detail teams new home sales training and education:

12. Did the company provide a sales assistant or secretary? Yes \_\_\_\_\_ No \_\_\_\_\_

13. Describe the sale environment(s) from which entrant operated during the Sales Period (i.e., Central Community Information/Sales Center, Model home, Sales Office (on-site or off-site), Sales Trailer, etc.):

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## ENTRY STATEMENT

14. On the **Entry Statement** (separate attachment) please provide traffic and sales information for each community supervised during the Sales Period including:
- |   |  |
|---|--|
| 1. Name of community,                     | 7. # of net sales                                  |
| 2. Dates open for sales,                  | 8. # of buyer referral sales                       |
| 3. Operating hours,                       | 9. # of broker referral sales                      |
| 4. Number and type of merchandised models | 10. # of gross visitor traffic                     |
| 5. Price range of homes                   | 11. Conversion ratio %(# net sales/#gross traffic) |
| 6. # of gross sales                       | 12. # of homes closed                              |
15. On the **Entry Statement** please address the following details for each community in which team worked:
- Market conditions during the sales process;
  - Unusual obstacles faced concerning the location, community design, products, pricing and value (either on an absolute or competitive basis);
  - Financing programs offered;
  - Incentives offered;
  - Broker cooperation programs;
  - Did your community(ies) win any local or regional sales or marketing awards?
16. On the **Entry Statement** please address team's participation in the local and/or state Sales and Marketing Council (SMC), Home Builders Association (HBA) and Board of Realtors, NSMC as well as in any local community organizations that benefited the entrant's sales performance.
17. On the **Entry Statement** please answer the following questions:
- To what do you attribute the team's success in new home sales?
  - Why do you believe the team is worthy of winning this award?

### **CERTIFICATION:**

I certify that all the responses and information presented in and with this application, including the Entry Statement and any exhibits attached, is true and correct to the best of my knowledge and belief.

Submitted by: \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Date: \_\_\_\_\_

Please check here if you would like this entry submitted to NAHB "The Nationals" \_\_\_\_\_

You agree to pay NAHB \$225 per entry for The Nationals. A link will be provided for you to make your payment once the entry has been submitted to NAHB. Initial: \_\_\_\_\_

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**ENTRY STATEMENT**