



SALES TEAM of the YEAR AWARDS FORM

Candidates must be a member of the HBA or employed by a member company.

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| Candidate Name(s) (List team lead first): |
| Company Name: |
| Telephone: |
| Candidate(s) Email (please list email for each team member): |

Sales Information for year – January 1, 2017 through December 31, 2017

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|----------------------------------|
| Teams Net Sales: |
| Total Units Closed: |
| Total # of Buyer Referral Sales: |
| Number of Sales Co-Brokered: |
| Average Sales Price: |

Project Profile

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|--|
| Subdivision(s) Name and Location: |
| Product Type: |
| Price Range: |
| Startup date for each subdivision (if applicable): |
| Average Traffic per month: |

| | |
|---------------|--------|
| Submitted by: | Title: |
| Company: | |
| Phone: | Email: |

STATEMENT

Please add your statement to the next page of this document



Please address the following topics in the entrant statement.

- Unusual obstacles with sales, if applicable (product, location, price, floor plans, etc.):
- Innovative Ideas used in selling new homes
- Prospecting techniques and Broker Relations
- Prospect and Buyer Follow-up
- Customer Service
- Why you think this team should win this award:
- Has this team won any local sales awards within your region?

Entry statement: