



## SALES MANAGER OF THE YEAR

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

1. Name of Entrant- First \_\_\_\_\_ Last \_\_\_\_\_
2. List Entrant's Professional designations: (CSP, MCSP, CMP, MIRM, etc): \_\_\_\_\_
3. Company Name: \_\_\_\_\_
4. Address: \_\_\_\_\_ City: \_\_\_\_\_ State \_\_\_\_\_ Zip: \_\_\_\_\_
5. Phone: \_\_\_\_\_
6. Website address: \_\_\_\_\_
7. Email: \_\_\_\_\_
8. Member (or employee of member) of which HBA \_\_\_\_\_
9. Years in new home sales/marketing: \_\_\_\_\_ Years with this company: \_\_\_\_\_
10. Type of company - Home Builder: \_\_\_\_\_ Local \_\_\_\_\_ Regional/National \_\_\_\_\_  
Developer: \_\_\_\_\_ Local \_\_\_\_\_ Regional/National \_\_\_\_\_
11. Total dollar volume of net sales for the sales period:  
\$ \_\_\_\_\_ (sales)
12. Detail entrant's new home sales training and education:
13. Names of communities supervised and the sale environments provided for each (i.e., Central Community Information/Sales Center, Model home, Sales Office (on-site or off-site), Sales Trailer, etc.):

## *GALAXY AWARDS*

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. Number of employees supervised - full time sales people part time sales people hostess/sales assistants
16. On the **Entry Statement** please detail entrant's duties and responsibilities.
17. On the **Entry Statement** please detail all training provided for the sales staff (dates, programs, etc.).
18. On the **Entry Statement** please address the following details for each community in which entrant 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?
19. On the **Entry Statement** please address entrant'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 benefitted the entrant's sales performance.
20. On the **Entry Statement** please answer the following questions:
- To what do you attribute the entrant's success in new home sales management?
  - Why do you believe the entrant 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: \_\_\_\_\_

Email: \_\_\_\_\_ 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: \_\_\_\_\_



***SALES MANAGER OF THE YEAR***  
**ENTRY STATEMENT**