

2017 Galaxy Awards Entry Categories

The Galaxy Awards are an opportunity to recognize top achievers in new home sales. 2016 is the inaugural event and the first statewide to acknowledge this achievement.

ELIGIBILITY: All real estate sales may be claimed by dollar volume or unit credit, for residential only. The terms "sales" and transactions" are hereafter used interchangeably. TRANSACTIONS CLAIMED MUST HAVE BEEN CLOSED BETWEEN JULY 1, 2016 AND JUNE 30, 2017.

INDIVIDUAL AGENT SALES/BUILDER SALES ACHIEVEMENT

Applicants for this category must meet one of the award attainment levels shown below. Each entrant will be recognized for their achievements.

AWARD ATTAINMENT LEVELS – Builder (B) and Individual Sales Agent (A)

Super Nova Level	Nova Level	Celestial Level	Cosmos Level
\$10 million in sales volume (A) or 80 units (B)	\$7.5 million in sales volume (A) or 60 units (B)	\$5 million in sales volume (A) or 40 units (B)	\$2 million in sales volume (A) or 20 units (B)

"TOP 3" CATEGORY – The purpose of this category is to recognize the "Top 3" Individual Sales Agents/ Individual Builders in North Carolina in each of the above categories based on Net Sales Dollar Volume Claimed (agents) or Total Units Closed (builders).

- The recipients will be announced during the STAR Awards held during the 21st Century Building Expo & Conference (21CBEC) on Thursday, October 12, 2017 in Charlotte, NC at the Omni Charlotte Hotel.
- NCHBA will advertise the recipients' accomplishments in *NC Builder* magazine and on the NCHBA website. Each "Top 3" recipient will receive a personalized news release to submit to the local news media and specific language that may be used in the recipient's advertising. The "Top 3" recipients will receive

TEAM OUTSTANDING SALES AWARD

Two or more licensed agents that report their sales under only one agent's name are eligible to apply for this award. The team with the highest level of attainment will be recognized in this category. If during the course of the awards period the team is no longer together, the agent may apply for the Individual Agent Achievement Award claiming only those sales achieved after the team was no longer together.

ROOKIE AWARD

To qualify for this special recognition, the applicant must qualify and apply for the award within the first two years of licensure.

SALES MANAGER OF THE YEAR

Must be a new home sales management professional or a sales manager of an associate/supply firm who directly manages and trains on-site sales personnel and have the authority to make and implement sales and marketing policy.

ADVERTISING AND PROMOTION: In all advertising and representations to the public the abbreviation "NCHBA" MUST precede the phrase "Galaxy Award". The year or range of years MUST be included. (e.g. NCHBA Galaxy Award: 2014 or NCHBA Galaxy Award: 1999-2010) The Level of Attainment may be included in all advertising including business cards, news releases, or personal promotion pieces. (e.g. NCHBA Galaxy Award Super Nova Level-2009). Results will not be announced until Thursday, October 12, 2017. **SUCCESSFUL CANDIDATES MAY ADVERTISE THEIR ACHIEVEMENT UPON RECEIPT OF THIS NOTIFICATION.**

Awards Presentation during the STARS Awards

October 12, 2017

6:30 p.m.

Omni Charlotte Hotel

Recipients not in attendance at the awards will be mailed their Galaxy Achievement Award as well as an official congratulatory letter from the NCHBA President.



Official Application, Rules and Eligibility

Most Important Rules

1. If you are submitting your application by mail, the envelope must be postmarked **BY THE USPS BY JULY 20, 2017**. If you are submitting your application in person or via an overnight delivery service, applications must be received by 5:00 p.m. on July 21, 2017 at the NCHBA office. It is the sole responsibility of the applicant to ensure that his or her application meets the deadlines stated above.
2. The signature of the applicant, as well as his or her broker or office manager, must appear on each transaction page of the application. If the applicant has been associated with more than one office during the eligibility period, the signatures of all brokers or office managers are required.

Other Important Rules

3. Name of applicant should be written as you wish it to appear on your plaque or trophy.
4. Level of Attainment **MUST** be properly indicated. If audited by NCHBA and the Level of Attainment applied for is not met, the application will automatically default to the next lower Level of Attainment Category.
5. Applications must be submitted on the **2017 NCHBA Galaxy Awards** application. You can also fill out the form online at www.21buildingexpo.com.
6. Application must be legible, (typed or printed in ink) and must be accompanied by an application fee in the amount of \$100.00 payable to NCHBA. Applications may be submitted individually or in a group by the Broker. If submitted in a group, the applications may be accompanied by one check to cover all application fees.
7. Mail applications, with payment enclosed, to: NCHBA, Attn: Tracie Garrett, PO Box 99090 Raleigh, NC 27624. Online applications should be sent to tgarett@nchba.org with credit card information included.
8. Applications become the property of NCHBA once submitted unless applicant indicates interest in being entered in The Nationals.

More Information

ATTENTION BROKERS: Please make sure all information submitted on applications is accurate and verified. The submission of false information could result in the disqualification of the entire office.

VERIFICATION: Verification of eligibility must be confirmed by each agent submitting an application, and his/her broker or office manager must certify and sign the affidavit. When an agent has worked for more than one office during the eligibility period, both brokers must certify sales while in his or her office.

AUDIT: NCHBA reserves the right to randomly audit applications from the date of their receipt through September 1, 2017 to verify all sales claimed. No audits will be conducted beyond this period. If audited, copies of signed listing agreements and/or purchase contracts will be requested.

ENFORCEMENT: FAILURE TO ABIDE BY THESE RULES MAY RESULT IN DISQUALIFICATION OF THE INDIVIDUAL/COMPANY. THE INDIVIDUAL OR INDIVIDUALS INVOLVED MAY BE PROHIBITED FROM PARTICIPATING IN THE NCHBA GALAXY AWARDS FOR THE CURRENT AND/OR FOLLOWING AWARD YEAR. SUCH DECISIONS SHALL BE MADE BY NCHBA'S GALAXY AWARDS COMMITTEE. SUCH DECISIONS WILL BE FINAL.

2nd ANNUAL GALAXY AWARDS

Celebrating Sales Excellence

ENTRY FORM

DUE JULY 21, 2017

Entrant Name : _____

Company: _____

Phone: _____ Email: _____

Total Dollar Volume Sold: \$ _____ Total Units Closed: _____

(A validated list may be requested)

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Entrant is: Builder/Remodeler Realtor Entrant is: SMC Member Non-SMC Member

Member of HBA: _____

Entrant is submitting as: (You MUST select one. Failure to disclose accurate information will result in disqualification):

Individual. Entrant does not have any assistants or partners.

Team/Group. Entrant has assistants, may include partners, in one or more locations.

Number of assistants/partners not including self: _____

*One award will be issued to Entrant. Additional awards for partners/assistants may be purchased.

Select the awards in which you are entering.

_____ Individual Agents/Team Sales Achievement

_____ Super Nova Level (10 million+)

_____ Nova Level (7.5 million – 9 million)

_____ Celestial Level (5 million – 8 million)

_____ Cosmos Level (2 million – 4 million)

_____ Individual Builder Sales Achievement

_____ Super Nova Level (80 units +)

_____ Nova Level (60 units – 79 units)

_____ Celestial Level (40 units – 59 units)

_____ Cosmos Level (20 units – 39 units)

_____ Sales Manager of the Year

_____ Rookie of the Year

Entry Checklist

⇒ Your company must be a NCHBA member to enter the GALAXY Awards.

⇒ Each entrant must submit a separate form.

⇒ Payment must accompany this form.

⇒ Builder companies submitting 10 or more SMC member sales reps save \$10 per entrant.

CONTACT:

Tracie Garrett, tgarrett@nchba.org

1-800-662-7129

SEND COMPLETED ENTRY:

⇒ Email: tgarrett@nchba.org

⇒ Fax: (919) 676-0402

⇒ Mail: NCHBA, PO Box 99090, Raleigh, NC 27624

PAYMENT INFORMATION

\$100 PER ENTRY #Entries _____ x \$100 = Total Due \$ _____

Check enclosed (payable to "NCHBA") Will send check & use this as my invoice.

VISA MasterCard AmEx Credit Card # _____

Amount Authorized: \$ _____ Exp. _____ CCV _____

Name on Card (First) _____ (Last) _____

Bill Address _____ Zip _____

Signature _____

NCHBA USE ONLY Payment Rec'd: _____ CC/Ck#: _____

Amount: _____ Paid by: _____

SUBMIT VIA EMAIL