

NOTE: If you do not want your entries entered into The Nationals, only questions 1-11 are required.



Rookie Salesperson of the Year

All the information provided below is for sales activities achieved solely by the entrant between July 1, 2015 and June 30, 2016 - 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: _____ Years with this company: _____

10. Type of company –

Home Builder: Local Regional/National

Developer: Local Regional/National

11. Total number of net sales or dollar volume of net sales for the sales period:

_____ units \$ _____ (Sales)

12. Detail entrant's new home sales training and education:

13. Did the company provide a sales assistant or secretary? Yes No

14. 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.):

GALAXY AWARDS

ENTRY STATEMENT

15. 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 percentage (# net sales/#gross traffic) |
| 6. # of gross sales | 12. # of homes closed |

16. 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?

17. 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.

18. On the **Entry Statement** please answer the following questions:

- To what do you attribute the entrant's success in new home sales?
- 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, are 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 be invoiced \$225 per entry by NAHB for The Nationals. Initial: _____

GALAXY AWARDS

Rookie Salesperson of the Year

ENTRY STATEMENT