

NOTE: All questions are required to be answered.



Sales Manager 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. 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

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 | 9. # of broker referral sales |
| 2. Dates open for sales | 10. # of gross visitor traffic |
| 3. Operating hours | 11. Conversion ratio percentage (# net sales/#gross traffic) |
| 4. Number and type of merchandised models | 12. # of homes closed |
| 5. Price range of homes | 13. # of employees supervised – full time sales people/part time sales people/hostess / sales assistants |
| 6. # of gross sales | |
| 7. # of net sales | |
| 8. # of buyer referral sales | |

15. On the Entry Statement please detail entrants’ duties and responsibilities.

16. On the Entry Statement please detail all the training provided for the sales staff (dates, programs, etc.).

17. 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?

18. 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.

19. 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

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ENTRY STATEMENT