



GALAXY Awards

The Galaxy Awards honor North Carolina's top real estate and new home sales and marketing professionals. Individuals who earn a Galaxy Award achieve outstanding sales success, display the highest level of professionalism, and exhibit unwavering commitment and service to buyers and sellers in North Carolina

Galaxy Awards Presentation
September 12, 2018 7:00 p.m.
Held during the
STARS Awards
Omni Charlotte Hotel
In conjunction with the
21st Century Building Expo &
Conference
Charlotte Convention Center,
Charlotte, North Carolina

Top 5 Reasons You Should Enter

- 1. RECOGNITION.** *Entering Galaxy is a cost-effective way to thank and honor your valued team members and build your brand.*
- 2. MARKETING EXPOSURE.** *The entry fees are nominal compared to the publicity boon your firm can reap when you become a Galaxy winner. Awards celebrate hard work and success, and are great PR opportunities. Winning Galaxy can open the door to selling more homes, securing new clients, and breaking into new markets.*
- 3. INCREASED CREDIBILITY.** *An industry award win or nomination is a 3rd party endorsement for your firm. A win gives a seal of approval to your efforts and is a sign of quality for potential customers or clients – it can be a powerful sales pitch.*
- 4. EMPLOYEE/TEAM RETENTION.** *Recognize the hard work and achievements of your employees by nominating them for an award! Awards boost morale and increase motivation.*
- 5. BE ENVIED!** *The Galaxy Award is one of the state home building industry's most coveted awards. The Galaxy's represents the best!*

Categories and Requirements

Rookie of the Year

To qualify for this special recognition, the applicant must have entered real estate sales after January 1, 2016 and has demonstrated excellence in sales, personal growth and significant impact to the industry.

Sales Manager of the Year

Sales Manager of the year is one who has shown considerable judgment, initiative and motivation in order to manage the sales performance and activities of new-home communities. Responsibilities include recruiting, hiring, training and supervising on-site sales agents.

Sales Team of the Year

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 Sales Agent Achievement Award claiming only those sales achieved after the team was no longer together.

Online Sales Counselor of the Year

This award recognizes an individual responsible for guiding prospects from the website and other digital marketing to appointments and assists the sales team in overall sales. The award is based on the important metrics an OSC tracks from number of leads handled to number of appointments and sales as well as the dollar amount brought in by appointments set by the OSC.

ENTRY FEE FOR EACH CATEGORY- \$100

Sales Professional of the Year

An award will be presented in each of the attainment levels based on Top Dollar Amount for sales agents or for Top Units Sold for builders: Cosmos Level, Celestial Level, Nova Level and Super Nova Level. Evaluation is based on elements including achievement of sales goals, sales process, and challenges overcome. The award is based on the dates of January 1, 2017 thru December 31, 2017.

Individual Sales Agent (A) or Builder (B) AWARD ATTAINMENT LEVELS

Super Nova Level	Nova Level	Celestial Level	Cosmos Level
\$15 million in sales volume (A) or 80 units (B)	\$11 million in sales volume (A) or 60 units (B)	\$6 million in sales volume (A) or 40 units (B)	\$2 million in sales volume (A) or 20 units (B)

Marketing Director of the Year

This award acknowledges the importance of marketing within new home sales and recognizes an individual who is judged outstanding in the marketing of new homes. Candidate must be responsible for developing and implementing overall marketing policy including market research, product development, merchandising, advertising and sales productivity.

Contact Tracie Garrett at tgarrett@nchba.org or 800-662-7129 for more information or entry forms. Forms can also be found at www.21buildingexpo.com/events/galaxy-awards/

ENTRY FEE FOR EACH CATEGORY—\$100