



2005 SAM AWARDS

* INDUSTRY ACHIEVEMENT AWARDS *

SALES PERSON OF THE YEAR – MULTI-FAMILY

Submission Guidelines

Entry Deadline: FRIDAY, DECEMBER 2, 2005 by 4:00 PM – NO EXCEPTIONS

FEE: *All Industry Achievement Awards - \$150.00/entry (+GST)*

ELIGIBILITY

- Open to all CRHBA Members in good standing
- Full payment must be enclosed with entry. Please make ONE (1) cheque payable to *Calgary Region Home Builders Association* for each entry deadline - GST must be included. Entries not accompanied by the appropriate fees or submission requirements will be deemed “incomplete” and will be returned to the applicant.
- Acceptable payment methods: Cheque, Visa and Mastercard

CRITERIA

- Candidate must be a full-time in-house sales representative, and sales must represent those generated from a single sales area between *November 1, 2004 and October 31, 2005*
- Sales will not be eligible for areas other than the area stated on entry form. Sales must be from *only one area* at one time. Candidate must only submit percentage of sales they are responsible for.
- Minimum of *\$5,000,000 in sales*; all sales are UNIT & LAND ONLY (GST excluded)
- Multi-Family Classification: condo titled – 3 or more joined homes, villas, town homes
- All entries and judging forms are audited for irregularities and inconsistencies by the accounting firm Rahal, Warren & Chugh

REQUIREMENTS

- ALL entries must be submitted in full on 2005 SAM Awards Entry Forms
- Digital Images: must be at least 300 DPI and submitted on CD Rom or electronically. Acceptable files: JPG, TIF or EPS. Not acceptable files: BMP or GIF.
- Award Show Picture(s): one (1) electronic copy of candidate’s portrait – name file “show picture”
- Listing of sales details in electronic format (ie. MS Excel), spreadsheet must include: Firm Sales Date; Sales Amount (\$) – UNIT & LAND ONLY (GST excluded) – *this is the price of the contract upon contract signing, amount should not be the adjusted contract price at closing (upgrades and extras can be included, if they were part of the original contract)*; Sales Percentage; Total Sales (is the Sales Amount multiplied by the Sales Percentage); Purchaser’s Name; New Unit Address; and Sales Area
- All sales people at the project sales centre must be provided on entry form
- Finalists will be required to provide copies of sales agreement. CRHBA office will contact you at that time. *Failure to provide copies of agreements in the period given will result in an automatic disqualification*

DETERMINATION OF WINNER

- 75% based on *Total Sales Volume*
- 25% based on *Customer Choice Surveys*

GRAND SAM QUALIFIER

Not Applicable

Please submit entries to:

2005 SAM AWARDS

c/o Calgary Region Home Builders Association

#100, 7326 – 10th Street NE

Calgary, AB T2E 8W1

For additional information please contact Jennifer Ngo at 403.730.4250.

***All entries, images, and supporting documentation become the property of the CRHBA.
Please refer to our Privacy Statement online at www.crhba.com or to receive a copy contact the CRHBA office.***



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ENTRY FORM

MEMBER COMPANY: _____

CONTACT NAME: _____ TITLE: _____

EMAIL: _____ FAX: _____

PHONE: _____ MOBILE: _____

PAYMENT METHOD: CHEQUE CHQ. #: _____ VISA MASTERCARD

CARD HOLDER'S NAME: _____

CARD NUMBER: _____ EXPIRY DATE: _____

ENTRY CHECKLIST

- PAYMENT ENTRY FORM SPREADSHEET OF SALES DETAILS
 AWARD SHOW PICTURE

CANDIDATE DETAILS

FULL NAME: _____

SALES AREA: _____ START DATE: _____ END DATE: _____

SALES AREA: _____ START DATE: _____ END DATE: _____

SALES AREA: _____ START DATE: _____ END DATE: _____

TOTAL SALES VOLUME: \$ _____ TOTAL # OF UNITS SOLD: _____

LIST FULL NAMES OF ALL SALES PEOPLE AT SALES CENTRE:

MANAGEMENT VERIFICATION

MANAGER'S NAME: _____ EMAIL: _____

SIGNATURE: _____ PHONE: _____