



# 2005 SAM AWARDS

## \* PARTNER AWARDS \*

### SALES TEAM OF THE YEAR

### **Submission Guidelines**

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

**- MAXIMUM 1 ENTRY PER MEMBER COMPANY -**

**FEE: \$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**

- To qualify for this award, you must have entered Partner Awards - Builders Choice
- In the event that a minimum response rate of 50% is not attained, CRHBA will contact at random, by telephone, those who have not returned the survey until the 50% rate has been achieved
- 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.
- Labeling Images/File Names/Materials: must have company name, category and image number (ie. Image 1 of 4)
- Award Show Picture(s): One (1) electronic copy of *Sales Team (please provide caption)* – name file “show picture”
- Based on Builders Choice spreadsheet, CRHBA will send the Sales Team of the Year survey to the list of member Builders/Renovators your company provided
- Complete listing of all Sales Team members in electronic format (ie. MS Excel), spreadsheet must include: Full Name; Date of Employment; and Number of Years Worked in Industry

#### **DETERMINATION OF WINNER**

- 100% based on survey results from Builders/Renovators

#### **GRAND SAM QUALIFIER**

- 25% of points go towards: *Partner of the Year* – must enter minimum of one (1) category in either *Advertising & Marketing* or *Partner Awards*

#### **POINT ALLOCATION**

1<sup>st</sup> Place = 10 pts.

2<sup>nd</sup> Place = 8 pts.

3<sup>rd</sup> Place = 6 pts.

4<sup>th</sup> Place = 4 pts.

5<sup>th</sup> Place = 2 pts.

\* Ties will be awarded same points.

Please submit entries to:

**2005 SAM AWARDS**  
**c/o Calgary Region Home Builders Association**  
#100, 7326 – 10<sup>th</sup> 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](http://www.crhba.com) or to receive a copy contact the CRHBA office.**



**2005 SAM AWARDS**  
**\* PARTNER AWARDS \***  
**SALES TEAM OF THE YEAR**  
**ENTRY FORM**

MEMBER COMPANY: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_ TITLE: \_\_\_\_\_

EMAIL: \_\_\_\_\_ FAX: \_\_\_\_\_

PHONE: \_\_\_\_\_ MOBILE: \_\_\_\_\_

PAYMENT METHOD:  CHEQUE CHQ. #: \_\_\_\_\_  VISA  MASTERCARD

**ENTRY CHECKLIST**

- PAYMENT       ENTRY FORM       SPREADSHEET OF SALES TEAM MEMBERS  
 AWARD SHOW PICTURE

**SALES TEAM DETAILS**

TOTAL # OF MEMBERS ON SALES TEAM: \_\_\_\_\_

**SURVEY RESULTS**

*Please send survey results following awards presentation to:*

CONTACT FULL NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_ PHONE: \_\_\_\_\_

EMAIL: \_\_\_\_\_