**PROFESSIONAL ACHIEVEMENT AWARDS**

1 Rookie Salesperson of the Year – less than 2 years of selling

2 Salesperson of the Year - Builder - Under 250 Rooftops

3 Salesperson of the Year - Builder - Over 250 Rooftops

4 Sales Team of the Year

5 Online Sales Professional of the Year

6 Online Sales Team of the Year (2 or more)

Entries will be judged on the candidate’s positive aspects and measurable work performance for the period of January 1, 2022 and December 31, 2022

**Open to self-nomination or nomination by one’s peers or supervisors**

**Categories 01-06 require a 15-minute personal interview on April 19**

* Interviews will be held at HBACA Offices.
* Candidates will be contacted with a specific interview time

Please complete all fields as applicable to your entry submission

This information will be used for finalists/winners credits and for awards engraving.

|  |  |
| --- | --- |
| Entry Number  Example: 01-1234 |  |
|  |  |
| Candidate Name(s) |  |
| Company Name |  |
| Candidate Title/Position |  |
| Candidate Email(s) |  |
| Candidate Phone (very important) |  |
|  |  |
| Candidate(s) Net Sales |  |
| Total Units Closed |  |
| Total # of Buyer Referral Sales |  |
| Total Number of Broker Sales |  |
|  |  |
| Subdivision Name and Location |  |
| Product Type |  |
| Price Range |  |
| Incentives |  |
| Project and Product Obstacles |  |

ENTRANT STATEMENT

In 300 words or less, provide a statement explaining and addressing the following:

* Unusual obstacles (product, location, price, etc.)
* Unique challenges the floorplans possess
* Creative selling abilities
* Customer Service
* Why you think the candidate(s) should win this award
* Did you final or win any local sales awards within your region

|  |  |
| --- | --- |
| Submitted By – Name |  |
| Submitted By - Email |  |