

**ROOKIE SALES PERSON, SALES PERSON, SALES TEAM,
and SALES MANAGER of the YEAR**

Entry Form

Categories 44 - 47

Three copies of this form must accompany each entry. One stapled to the envelope and place the other two inside envelope.

Please type or clearly print all forms. For additional entries, please photocopy this form.

Category No.: _____ Image choice for show: _____
Select one photo that best represents entry for use in show

1. Company (Exactly as it should appear on the Bar Award):

Phone: _____ Fax: _____
Email: _____

NOTE: The above person/company receives all correspondence and if a winner, the award.

2. Entry Submitted By: _____

Company: _____
Phone: _____ Fax: _____
Email: _____

3. Builder: _____

Phone: _____ Fax: _____
Email: _____

4. Contact Person: _____

Phone: _____ Fax: _____
Email: _____

Rookie Sales Person, Sales Person and Sales Team Only:

August 1, 2007 - July 31, 2008 Net Sales (Gross sales LESS Cancellations):

Number of Sales: _____ Average Sales Price: _____
Community Name: _____
Community traffic from August 1, 2007 - July 31, 2008: _____
How long in home building industry? _____
How long a sales person? _____

Sales Manager and Marketing Director Only

Number of years in home-building industry? _____
Number of personnel supervised: _____
Number of years in new home and sales management/marketing management industry: _____
Number of homes closed between August 1, 2007 - July 31, 2008: _____
Average sales price between August 1, 2007 - July 31, 2008: _____
Number of communities managed: _____
Number of homes sold between August 1, 2007 - July 31, 2008: _____

If any of those listed above are not members of the HBA, they will not receive any recognition for the award.