



THE NATIONALS SM 2012

SALES TEAM OF THE YEAR



2) Describe the sale environments from which the team operated during the Sales Period. Please provide information for all the communities the team worked in during the Sales Period. If worked in more than three communities during the Sales Period please copy the table below and attach as a second page.

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	Community #__	Community #__	Community #__	
Community name:				
From what date to what date:				
Operating Hours: Mon-Fri:	_____ to _____	_____ to _____	_____ to _____	
Saturday:	_____ to _____	_____ to _____	_____ to _____	
Sunday:				
Selling Environment: (sales office, design center, trainer, model etc.)				
Describe number and type of merchandised models:				
Price range of homes:				
Types of financing programs offered:				Grand Totals (add all communities)
# of gross sales in this community:				
# of cancellations in this community:				
Number of net sales in this community:				
Gross traffic in this community:				
Overall conversion ratio: (Divide gross traffic by gross sales)				
Effective conversion ratio: (Divide gross traffic by net sales)				



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3) Describe the compensation structure of the people in the team and outline team incentives if there are any. (50 words) _____

4) Please provide a written overview of the team's sales presentation. (150-200 words attached as a separate page and identified as **Exhibit A**).

5) Please provide a written overview of the team's follow-up process (100-150 words attached as a separate page and identified as **Exhibit B**).

6) Describe how the team utilizes technology in the sales/follow-up process (100-150 words attached as a separate page and identified as **Exhibit C**).

7) What percentage of the team's gross sales volume during the Sales period was co-brokered? _____

8) Please describe the company's Realtor co-op program and what does the team do to foster broker sales (100-150 words attached as a separate page and identified as **Exhibit D**).

9) Please provide copies of three thank-you/testimonial letters from customer supporting the team's assertions. (Please attach and identify as **Exhibits E1, E2 and E3**).

10) Describe the job-specific education the team have received this year; specific seminars attended, books read, tapes/CD the team have listened to, and specifically what did the team learn from these sources and how do they apply this knowledge to their daily activities. (150-200 words attached as a separate page and identified as **Exhibit F**).



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11) Have you been mystery shopped during the Sales Period? If yes, was it taped___ or not Taped___
If taped, was it: ___Audio or _____ Video. Please attach team members evaluations or scoring forms
(Attached and identified as **Exhibit G**).

12) Describe any competitive community challenges and how the team applied their skills and knowledge to overcome these competitive challenges and sell successfully against the challenge. (100-150 words attached as a separate page and identified as **Exhibit H**).

13) To what does the team attribute their success in new home sales? (100-150 words attached as a separate page and identified as **Exhibit I**).

CERTIFICATION:

Entrant

In applying for **Sales Team of the Year** and by our signatures below we hereby certify that all the responses and information presented with this application, including all the exhibits attached, is true and correct to the best of our knowledge and belief.

Name: _____ Title: _____

Email: _____ Date: _____

Name: _____ Title: _____

Email: _____ Date: _____

Name: _____ Title: _____

Email: _____ Date: _____



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Entrant's Sponsor

I hereby certify that all the responses and information presented with this application, including all the exhibits attached, is true and correct to the best of my knowledge and belief.

Name: _____

Title: _____

Email: _____

Date: _____

Please attach sponsor statement indicating why Entrant should be declared winner (100-150 words attached as a separate page and identified as **Exhibit J**).

VERIFICATION OF INFORMATION:

Entrant's Supervisor (different from Sponsor)

The undersigned, as an officer of the company referenced in this application, or a manager with direct responsibility to the supervision of the applicant, hereby verifying that the information presented in this application, including the attachments, is true and correct to the best of my knowledge and belief.

Name: _____

Title: _____

Email: _____

Date: _____