

Individual Awards

In individual achievement categories, you competed within your region. If you were selected as the winner within your region, you have then been honored with a Silver Award, and are the finalists for the National Gold Award, which will be announced and presented on January 13th in Orlando.

Region #	Name of Individual	Builder	Location
CATEGORY 01 - ROOKIE SALES PERSON OF THE YEAR			
Region 1	Rick Libsack	The Ryness Company	Bellevue, Washington
Region 2	Stacey Zembik	The Ryness Company	Danville, California
Region 3	No winner		
Region 5	Rick Schwager	Royce Builders	Houston, Texas
Region 6	No winner		
Region 7	Chad Hornick	The Jones Company	Franklin, Tennessee
Region 8	Aron Weidhom	The Marketing Directors, Inc.	New York City, New York
Region 9	Elizabeth Livemois	Rose and Womble Realty	Suffolk, Virginia
Region 10	Sean Nelson	First Home Builders of Florida	Fort Myers, Florida
CATEGORY 02 - SALES PERSON OF THE YEAR			
Region 1	Eman Lassiter, CSP	The Ryness Company/Windermere	Bellevue, Washington
Region 2	Kathy Tan	The Ryness Company	Danville, California
Region 3	Scott Falkner, MIRM	Ence Homes	St. George, Utah
Region 4	Jerry Gilmore, CSP	Taylor-Morely Homes	Chesterfield, Missouri
Region 5	Valerie Otwell	Bowen Family Homes	McKinney, Texas
Region 6	No winner		
Region 7	Kristin A. Hood, CSP	The Jones Company	Franklin, Tennessee
Region 8	J. Kevin Burke	Peninsula Realty	Millsboro, Delaware
Region 9	Mary Ellen Heathcote, MIRM	Toll Brothers	Raleigh, North Carolina
Region 10	Janet Shaffer	First Home Builders of Florida	Fort Myers, Florida
CATEGORY 03- SALES TEAM OF THE YEAR			
Region 1	Karen Kostner & Laura Cliggott	The Ryness Company	Bellevue, Washington
Region 2	Franchesca Meram, Daniel Short & Lucy Myers	The Ryness Company	San Diego, California
Region 3	Alberto Garcia & Timothy Stamos	Taylor Woodrow Homes	Scottsdale, Arizona
Region 4	Sue Glamer & Sue Crow	Taylor Morley Homes	Chesterfield, Missouri
Region 5	Quyen Nguven & Consuelo Gomez	Royce Builders	Houston, Texas
Region 6	No winner		
Region 7	Vicki Grubbs & Chris Hooper	The Jones Company	Franklin, Tennessee
Region 8	No winner		
Region 9	No winner		
Region			

CATEGORY 04 - SALES MANAGER OF THE YEAR

Region 1	No Winner		
Region 2	Barbara Russell	The Ryness Company	Danville, California
Region 3	Robert Nunes, CMP	Ryland Homes - Phoenix Division	Phoenix, Arizona
Region 4	No Winner		
Region 5	Lisa Dritschler	Sotherby Homes	Plano, Texas
Region 6	Greg Beckett	Fischer Homes	Crestview Hills, Kentucky
Region 7	No Winner		
Region 8	Anglea Ferrara	The Marketing Directors, Inc.	New York, New York
Region 9	Gaye Burwell, MIRM, CRS, CRB	Coldwell Banker Neighborhood Buidler Services Howard Perry & Walston	Raleigh, North Carolina
Region 10	Amanda Miller	Beazer Homes - Orlando Division	Orlando, Florida

CATEGORY 05 - MARKETING DIRECTOR OF THE YEAR

Region 1	Stacy Jones	REAL Project Marketing	Seattle, Washington
Region 2	Johanna Gunther	The Ryness Company	San Diego, California
Region 3	No Winner		
Region 4	No Winner		
Region 5	Gary Latz	Royce Builders	Houston, Texas
Region 6	No Winner		
Region 7	No Winner		
Region 8	Carolyn Villani	Paramount Homes	Jackson, New Jersey
Region 9	Denise Rose	Rose & Womble Realty	Suffolk, Virginia
Region 10	Claudine Leger-Wetzel	Stock Development	Naples, Florida

CATEGORY 06 - SMC OF THE YEAR - UNDER 250 MEMBERS

Sales & Marketing Council of the Peninsula HBA	Newport News, Virginia
Desert Sales & Marketing Council of BIA of Southern California	Palm Desert, California
Sales & Marketing Council of the Chester & Delaware Counties HBA	West Chester, Pennsylvania
Sales & Marketing Council of Greater Savannah	Savannah, Georgia

CATEGORY 07 - SMC OF THE YEAR - 250 TO 500 MEMBERS

Sales & Marketing Council of Greater Columbia	Columbia, South Carolina
Home Builders Association of Lexington Sales & Marketing Council	Lexington, Kentucky
Atlanta Sales & Marketing Council of the Greater Atlanta Home Builders Association	Tucker, Georgia
Sales & Marketing Council of Southern California	Mission Viejo, California
Sales & Marketing Council of Collier Building Industry Association	Naples, Florida

CATEGORY 08 - SMC OF THE YEAR - OVER 500 MEMBERS

Sales & Marketing Council of Great Cincinnati	Cincinnati, Ohio
Washington Metropolitan Sales & Marketing Council	Chantilly, Virginia
	Huntington Beach, California

Inland Sales & Marketing Council

Triangle Sales & Marketing Council

Sales & Marketing Council of the Northeast Florida Builders Association

California

Raleigh, North
Carolina

Jacksonville, Florida