

Sales and Marketing Council of Greater Savannah  
Monthly Sales Awards Entry 2010

rev.3.25.07

**Winners and Runner-Up Awards (if applicable) for the highest Dollar Volume and/or Number of  
Net Written New Home Sales and Closed Residential Loans**

Select Entry Category:  Individual  Team

	<b>General Brokerage Agent</b> (Your primary source of income is generated by obtaining listings for sale and/or making sales as the selling side in general brokerage transactions without limitations of specific properties or product.)
	<b>On-site Agent</b> (Your primary source of income is generated sitting on-site for a builder where you sell company listings or homes directly for the builder which may include working with a general brokerage agent as a "co-op" on the selling side. You are not typically involved in taking listings or acting as the selling side of general brokerage sales.)
	<b>Residential Loan Originator</b> (Your primary source of income is generated by selling mortgage loans for residential properties.)

Name(s): \_\_\_\_\_ Title: \_\_\_\_\_

Company: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

<b>Total Dollar Amount of Written Sales or Loans for the Month:</b>	\$		<b>Total # of homes/loans sold</b>	
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1. All entries are due by the first Friday of each month for sales from the previous month.
2. Completed entries must be dropped off, e-mailed, mailed, or faxed to Cyndi Arnsdorff, Home Builders Association of Greater Savannah, 7116 Hodgson Memorial Drive, Savannah, GA 41406. Fax (912) 354-4153, cyndi@homebuildersofsavannah.com
3. The complete entry should include: This form completely filled out and signed and a professional photograph in digital format saved as a jpeg file at the highest quality. Once you have a photo on file you will not need to send another in unless you wish to replace the old one. This file may be included on a CD or emailed to cyndi@homebuildersofsavannah.com
4. **Qualifying Criteria:** Individual applicants must have a **minimum of 4 (four) units or \$500,000 volume** in 1) **net new home contracts written this month** or 2) **mortgage loan closings for the month**.
5. **On-Site Agents Criteria:** The amount of the purchase price will be the basis of credit for sale. If more than one individual participates in a sale, i.e. commission splits on the selling side, the credit will be divided proportionately. **You receive full credit for a sale if you are on site as your primary source of business and write the sale**, even if there is a co-op realtor involved. **The Co-Op Realtor will also receive a full credit for the sale.**
6. **General Brokerage Agent Criteria:** The amount of the purchase price will be the basis of credit for sale. If more than one individual participates in a sale, i.e. commission splits on the selling side, the credit will be divided proportionately. You will get **full credit for any sale of a new home sold**, either listed with another broker or written with an on-site agent. You will get full credit if you **sold your own listing**, but not double credit. If you have personally **listed a new home for sale** you will also get full credit for the sale when sold by a different selling agent.
7. **Residential Loan Originator Criteria:** In the residential loan category, you will get credit for the total written volume and/or number of residential loans for the month if at least 10% of the loans are written for new homes.

**CERTIFICATION:** In applying for this award, I certify that all the responses and information on this application is true and correct to the best of my knowledge.

Signature: \_\_\_\_\_

**VERIFICATION OF INFORMATION:** 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 verifies that the information presented in this application is true and correct to the best of my knowledge.

Print Name: \_\_\_\_\_ Title: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_