

***Sales Manager Summit Circle Award Citation***

Select Entry Category:

 Summit Circle Sales Manager Citation Only Summit Circle Sales Manager Citation entered along with Sales & Marketing Executive of the Year entry (no additional entry fee required)

Applicant Name: \_\_\_\_\_

Firm Name: \_\_\_\_\_

Number of Units Closed: \_\_\_\_\_ Dollar Volume Closed: \$ \_\_\_\_\_

Number of Active Salespeople: \_\_\_\_\_ Average Sales Price: \$ \_\_\_\_\_

Number of Communities: \_\_\_\_\_

**Entry Checklist**

\_\_\_\_\_ Include Excel Sales Manager Spreadsheet or provide one of your own in same format.

\_\_\_\_\_ One copy of this **Category Entry Form** placed in the **front cover** of the binder **ONLY** if entering for Citation Award. If entering along with Sales & Marketing Executive of the Year, this will be the **first page** of binder\_\_\_\_\_ One **Summit Registration Sheet** as the **first page** of the binder.

\_\_\_\_\_ Picture and Entry Fee

**Judging Criteria**

A Broker, sales manager, sales supervisor, or marketing manager with sales management responsibilities will get credit for the total dollar volume of new home sales achieved by his or her staff.

The sales manager's primary responsibility must be the management of a sales staff and may not have any personal sales with commission earned from any sale of homes in the communities where he or she also manages other sales people to count them for purposes of this citation.

To qualify under these categories, a sales manager must have reached or exceeded the following annual sales volumes during the 12 month period between January 1, 2011 and December 31, 2011:

**Bronze Citation: \$5,000,000 to \$9,999,999 in CLOSED Sales Volume****Silver Citation: \$10,000,000 to \$24,999,999 in CLOSED Sales Volume****Gold Citation: \$25,000,000 to \$49,999,999 in CLOSED Sales Volume****Platinum Citation: \$50,000,000 and over in CLOSED Sales Volume**