

SMC/SD QUARTERLY SALES PROFESSIONAL APPLICATION

QUARTER

- 1st Quarter: Jan. – March
 2nd Quarter: April – June
 3rd Quarter: July - Sept.
 4th Quarter: Oct. – Dec.

Categories for 2011 Quarterly Awards

- A: Sales Professional(s) – Attached Product
 B: Sales Professional(s) – Detached Product

Sales Representative to complete.

Candidate(s)

Candidate(s)

Company

Project Name

Location

Sales Email/ Company Email

Sales Phone/ Company Phone

Sales Fax/ Company Fax

Average Sales Price for Quarter: _____

Section A: Qualitative Information (Current Quarter)

Please answer the following questions on (1) separate sheet of paper. Answers must be typed using font size 10 or 12. **Handwritten entries will not be accepted.**

- 1: List *up to three* challenges you experienced in selling your particular neighborhood and what you did to overcome these challenges.
- 2: Describe professional activities you performed above and beyond expected performance such as; additional education, industry involvement, sales initiative, marketing efforts, grassroots efforts, etc.

Section B: Quantitative Information (Applicable Quarter)

Gross Sales: _____ Cancellations: _____ Net Sales: _____

Traffic: _____ Closings: _____

Sales Manager: _____ Phone: _____ Date: _____

All entries must include a digital photo of the nominee(s). Submit a digital photo to teri.knight@brehmrealty.com.

Submittals Due by February 6, 2012
EMAIL COMPLETED FORM AND ANY ATTACHMENTS TO:
Teri Knight, Brehm Communities
Email: teri.knight@brehmrealty.com

*All applicants for entries MUST BE SMC/SD MEMBERS.



Awards Presented
at the BIA Breakfast
February 16, 2012