

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 2010 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)

On a separate sheet of paper and **using only one (1) typed sheet**, please address the following three (3) categories. Judges will allocate up to a maximum of ten (10) points for each section. Please note: Use a font size of 10 or 12. **Handwritten entries will not be accepted.**

- 1: List up to two challenges experienced in selling your particular neighborhood.**
- 2: What did you do to overcome these challenges?** (You may focus on all three, or elaborate on any single item or items which you feel best describes your efforts). Please limit to 250 to 300 words.
- 3: Explain activity(s) above and beyond expected performance** (i.e. education, industry involvement, sales initiative, marketing efforts) Please limit to 150 to 200 words.

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 acabrera@motivational.com

Submittals Due by April 19, 2010

EMAIL OR FAX COMPLETED FORM AND ANY ATTACHMENTS TO:

Andrew Cabrera, Motivational Systems, Inc.

(619) 474-8247Office (619) 474-3638Fax

Email: acabrera@motivational.com

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

