

# SMC Sales Awards



The Sales & Marketing Council provides quarterly recognition in the form of Sales Awards, Sales Achievement Awards and Most Valuable Team Player Awards. There is no entry fee to submit. All entrants must be SMC members. The company submitting applicants must be a member of the BIA San Diego, and each individual sales person or team/manager/associate receiving an award must be a member of the SMC.

1. **Sales Awards** – Sales awards are based on a qualitative and quantitative approach. This is meant to reward the sales successes and the individual(s) who make special efforts toward the sales success of their community.

**You will be asked to provide:**

- Sales information for the quarter
- Community profile details
- Written statement addressing topics such as unusual obstacles (product, location, price, etc.), unique challenges the floorplans possess, creative selling abilities, customer service, education that contributes to your efforts and/or why you think you should win this award.
- A photo of the candidate

**(Note: to be eligible for BIA's ICON Awards – candidate must have entered for at least ONE quarterly sales award from current calendar year to be eligible to submit for ICON.)**

2. **“MVTP” (Most Valuable Team Player) Awards** – Teamwork is an essential part of workplace success. To achieve its goals, a team needs members who give their all, give their best, and play to win. Recognize those efforts and nominate your MVTP today! Open to all associates; including Escrow/Title, Lenders, Interior Design, Superintendents, Marketing, Customer Service agents, etc. This award is judged based on the most compelling story described on paper, up to 1 page.

**You will be asked to provide (in 1 page or less):**

- Why you think the candidate should win this award, which can include how you achieved *more* as a direct result of their efforts or share a personal story/experience/customer testimonial?
- **WINNERS TIP:** Share 1 specific example or story that can be understood by anyone reading your submission.

## Deadline for Entries

**2020 4<sup>th</sup> Quarter** – October 1<sup>st</sup> thru December 31<sup>st</sup> – **DEADLINE EXTENDED: February 26<sup>th</sup>**

*Presented at March 30<sup>th</sup> Educational Event*

**2020 1<sup>st</sup> Quarter** – January 1<sup>st</sup> – March 31<sup>st</sup> – **DEADLINE EXTENDED: April 30<sup>th</sup>**

*Presentation TBD*

**2020 2<sup>nd</sup> Quarter** – April 1<sup>st</sup> thru June 30<sup>th</sup> – **DEADLINE EXTENDED: August 15<sup>th</sup>**

*Presented at TBD*

**2020 3<sup>rd</sup> Quarter** – July 1<sup>st</sup> thru September 30<sup>th</sup> – Deadline: October 27<sup>th</sup>

*Presented at Seasonal Celebration*

**2020 4<sup>th</sup> Quarter** – October 1<sup>st</sup> thru December 31<sup>st</sup> – Deadline: February 3<sup>rd</sup>, 2022

*Presented at TBD in 2022*

For more information, please contact Awards Committee Chair, Andrew Cabrera at Motivational Systems Inc., [acabrera@Motivational.com](mailto:acabrera@Motivational.com) and return completed applications to Danielle Brown – [danielle@biasandiego.org](mailto:danielle@biasandiego.org)