



BIA's Sales & Marketing Council provides an awards program on a quarterly basis to recognize the contributions of the dedicated BIA professionals of our industry. There is no entry fee to submit for an award, and all categories are open to self-nomination or nomination by one's peers or supervisors.

**Show your appreciation for your team, your colleagues, your peers, by nominating them for a Quarterly Award today!**

All entrants for **SMC categories must be SMC members** (designated with \* below). For all other awards, both the company submitting the nomination and the candidate company must be a member of the BIA San Diego.

1. **Sales Professional Achievement Awards (team or individual) \***: Sales Achievement awards are based on a qualitative and quantitative approach and recognizes the sales results and the individual(s) and teams who make special efforts toward the success of their community.
  - a. **NEW! Online Sales Counselor Achievement (team or individual) \*** Entries will be evaluated on the entrant's positive aspects and measurable work performance for the specific time period.
2. **NEW! Multifamily Leasing Professional Achievement Award (team or individual):** Achievement awards are based on a qualitative and quantitative approach and recognizes the lease-up or multifamily management results and the individual(s) and teams who make special efforts toward the success of their community.
3. **Sales, Leasing or Marketing MVTP (Most Valuable Team Player) Awards\***: These awards are judged based on the most compelling story. 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! WINNERS TIP: Share 1 specific example or story that can be understood by anyone reading your submission.
4. **NEW! Lender Achievement Award\***: This Award is based on a qualitative and quantitative approach to recognize the new home industry lending professionals who make special efforts toward the sales and timely closing success of the communities, builders and customers they serve.
5. **NEW! Most Valuable Trade Partner:** There are thousands of individuals contributing to the building industry everyday! The Most Valuable Trade Partner Award recognizes the contributions of any team, individual or company within the Association who goes above and beyond in their profession to enhance the business outcome of a fellow member or company. These awards are judged based on the most compelling story and are open to any BIA member. WINNERS TIP: Share 1 specific example or story that can be understood by anyone reading your submission
6. **NEW! Ambassador Spotlight Award:** Shine the spotlight on a BIA Associate member or company for their Ambassadorship of the building industry, advocacy, the need for all housing, and their spirit of volunteerism during the reporting period. WINNERS TIP: Share at least 1 specific example or story that can be understood by anyone reading your submission
7. **NEW! Sales/Closing and/or Backlog Volume Recognition (team or individual) \***: This Award is judged strictly quantitatively to recognize the dollar volume achieved in sales, closings and/or backlog management for each entry period.
8. **NEW! Leasing Volume Recognition (multifamily team or individual):** This Award is judged strictly quantitatively to recognize the dollar volume achieved in multifamily communities during lease-up or ongoing leasing efforts for each entry period.

Easy to complete entry packets contain all details and are available for each category. for another! Entry deadlines are 10 days after the end of each quarter. Awards will be presented at a Sales & Marketing Council event. *Note: The Builders Industry Association of San Diego holds all submissions in the strictest confidence. No closing or sales reports will be available for public knowledge.*

Questions?

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