

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 2008 Quarterly Awards

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

Sales Representative to complete.

Candidate(s)

Project Start Date

Company

Project Name

Location

Sales Email/ Company Email

Sales Phone/ Company Phone

Sales Fax/ Company Fax

Price Range: _____

Date Opened: _____



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 three 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)

Cancellations: _____ Gross Sales: _____ Net Sales: _____

Sales Manger: _____ Phone: _____ Date: _____

All entries must include a digital photo of the nominee(s). Submit a digital photo to lherkert@brookfieldhomes.com

Submittals Due by May 2, 2008

EMAIL OR FAX COMPLETED FORM AND ANY ATTACHMENTS TO:

Lindsay Herkert, Brookfield Homes
(858) 481-8500 Office (858) 259-6975 Fax
Email: lherkert@brookfieldhomes.com

*Judging based on overcoming challenges, innovative thinking, and out of the box ideas that lead to success.

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