



Sales & Marketing Council's
2019 MAME AWARDS
Sales Volume Excellence Entry Form

FEE: \$50.00 PER ENTRY*

Sales Volume Excellence Awards are awarded for new home sales that have closed between January 1, 2018 and December 31, 2018. Builder Sales Representatives and REALTORS® are eligible. Closed net volume is used to determine award category, and all submittals are subject to audit.

Judging Criteria: Individual or Team Production for Closed Net Volume from the previous calendar year.

Submission Requirements:

- Completed Entry Form with Entry Payment + Application Fee of \$75 — SMC Council Participation has been replaced by an application fee.
Completed Sales Volume Calculation Form (separate part of Call for Entries)
Color, Business Shot Photo: file name as award recipient's first and then last name. Email to jschiffres@hbar.org. If multiple agents with one firm, one email is acceptable with each individual's file name as their actual name. Team entry must be one group photo and file name is the team name.

SALES VOLUME EXCELLENCE AWARDS – (Net CLOSED Volume)

- 27. Bronze Award – at least \$750,000 individually
28. Silver Award – at least \$1.5 million individually
29. Gold Award – at least \$3 million individually
30. Platinum Award – at least \$7 million individually
31. Team Award – at least \$3 million and at least two agents

Team participants are not eligible for individual awards above as well as the Hall of Fame, Summit and Ace Awards.

Name: Email:

Company Name: Cell Phone:

Complete Mailing Address: Zip:

By initialing here, you agree to pay \$125—\$75 application fee + \$50 entry fee

To pay with major credit card, please complete the below, noting complete billing address if different from above:

Name on Card: Exp. Date:

Account Number: CVV Code

Complete Billing Address: Zip:

NOTE: * Awards Dinner reservations for March 1 are separate registrations and not part of the entry fee structure. Reservations are made online at HBAR.org with credit card. SPACE IS LIMITED, and no automatic reservation will be assumed or made by HBAR. If you need to establish a password to make the reservation, contact Jeana Schiffres, HBAR, at jschiffres@hbar.org for a link to be emailed.

Entry Deadline: January 21, 2019

HBAR, 400 N. Ridge Road, Henrico, VA 23229 * Jeana Schiffres * jschiffres@hbar.org