



**HOME BUILDERS**  
ASSOCIATION OF GREATER CHICAGO  
**MILLION DOLLAR**  
A W A R D S



# MILLION DOLLAR A W A R D S



IN THE PAST YEARS HBAGC HAS PRESENTED AWARDS TO THE SALES PERSONNEL IN OUR ASSOCIATION WHO HAVE SOLD NEW CONSTRUCTION THE FISCAL YEAR – JULY 1, 2013 – JULY 1, 2014. THESE AWARDS ARE COVETED SYMBOLS OF ACHIEVEMENT AND ARE DISPLAYED PROMINENTLY BY THE RECIPIENTS WHO ARE INVOLVED IN SUCH AN IMPORTANT ASPECT OF OUR INDUSTRY.

TO HELP PROTECT THE INTEGRITY OF THESE AWARDS AND TO CONTINUE TO ELEVATE THE STATURE OF THESE AWARDS AND OUR RECIPIENTS, THE FOLLOWING PARAMETERS ARE STRICTLY ADHERED TO DURING THE SELECTION PROCESS.

- SPECIFIC AND MEASURABLE CRITERIA HAVE BEEN ADDED TO SEVERAL OF THE AWARDS SUCH AS DOLLAR SALES VOLUME, NUMBER OF HOMES SOLD AND CLOSING RATIOS.
- EACH NOMINATION FORM MUST BE SIGNED AND DATED BY THE SUBMITTER.

## CATEGORIES

### EXECUTIVE AWARD

ANY PERSON WITHIN THE ORGANIZATION WHO IS RESPONSIBLE FOR SALES, BUT WHO IS NOT DIRECTLY INVOLVED IN THE SALE AT THE MODEL HOME LEVEL. IF YOUR COMPANY HAS A MARKETING DIRECTOR AND GENERAL SALES MANAGER, BOTH COULD BE ELIGIBLE FOR THIS AWARD.

### SILVER GOLD PLATINUM DIAMOND

FOR THOSE WHO HAVE BEEN THE PROCURING CAUSE OF THE SALE. THIS CANNOT BE A TEAM EFFORT CAUSING THE SALE, OR A COMBINATION OF ONE'S SALES WITH THEIR STAFFS. TEAM SELLS MUST SPLIT THEIR TOTAL VOLUME TO DETERMINE THEIR INDIVIDUAL AWARDS. JOB SHARES MAY EITHER SPLIT THEIR TOTAL VOLUME TO DETERMINE THEIR INDIVIDUAL AWARDS, OR USE THEIR COMBINED TOTAL, BUT BOTH NAMES WILL APPEAR ON THE PLAQUE.

## FEES

1ST ENTRY –	\$75	HBA MEMBER
	\$150	NON-MEMBER
2ND ENTRY –	\$50	HBA MEMBER
	\$100	NON-MEMBER
3+ ENTRIES –	\$25	HBA MEMBER
	\$50	NON-MEMBER



**HOME BUILDERS**  
ASSOCIATION OF GREATER CHICAGO

THE BANQUET WILL BE HELD NOVEMBER 14, 2014 AT EUROPEAN CRYSTAL BANQUETS IN ARLINGTON HEIGHTS, IL. THE EVENING WILL BEGIN AT 6:00 P.M. PHOTOS WILL BE TAKEN OF ALL AWARD WINNERS FOR YOUR OWN MARKETING PURPOSES.



# MILLION DOLLAR A W A R D S



## APPLICATION

PLEASE COMPLETE AND SIGN

COMPANY NAME: \_\_\_\_\_

ADDRESS \_\_\_\_\_

PHONE: \_\_\_\_\_ EMAIL \_\_\_\_\_

PERSON SUBMITTING APPLICATION: \_\_\_\_\_ TITLE: \_\_\_\_\_

PHONE: \_\_\_\_\_

TOTAL VOLUME: \_\_\_\_\_

DURING THE PERIOD OF JULY 1, 2013 THROUGH JULY 1, 2014 THE FOLLOWING SOLD NEW CONSTRUCTION AS SHOWN BELOW. SALES VOLUME IS NET BASE PRICE (PLUS UPGRADES LESS INCENTIVES)  
CANCELLATIONS CANNOT BE COUNTED.

## CATEGORY INFORMATION

☐ CATEGORY I – EXECUTIVE  
ANY PERSON WITHIN THE ORGANIZATION WHO IS RESPONSIBLE FOR SALES, BUT WHO IS NOT DIRECTLY INVOLVED IN THE SALE AT THE MODEL HOME LEVEL. IF YOUR COMPANY HAS A MARKETING DIRECTOR AND GENERAL SALES MANAGER, BOTH COULD BE ELIGIBLE FOR THIS AWARD.

☐ CATEGORY II – SILVER, GOLD PLATINUM, DIAMOND  
FOR THOSE WHO HAVE BEEN THE PROCURING CAUSE OF THE SALE. THIS CANNOT BE A TEAM EFFORT CAUSING THE SALE, OR A COMBINATION OF ONE'S SALES WITH THEIR STAFFS. TEAM SELLS MUST SPLIT THEIR TOTAL VOLUME TO DETERMINE THEIR INDIVIDUAL AWARDS. JOB SHARES MAY EITHER SPLIT THEIR TOTAL VOLUME TO DETERMINE THEIR INDIVIDUAL AWARDS, OR USE THEIR COMBINED TOTAL, BUT BOTH NAMES WILL APPEAR ON THE PLAQUE

★ SILVER AWARD	\$1,999,999
★ GOLD AWARD	\$2,000,000 TO \$3,999,999
★ PLATINUM	\$4,000,000 TO \$4,999,999
★ DIAMOND	\$5,000,000 AND UP

ALL APPLICATIONS MUST BE SUBMITTED BY SEPTEMBER 30, 2014



# MILLION DOLLAR A W A R D S



## CANDIDATE TYPES

### **REALTOR OR REALTOR TEAM OF THE YEAR**

ALL CANDIDATES MUST BE SUBMITTED BY A REALTOR, BUILDER OR DEVELOPER. MUST BE EMPLOYED BY A LICENSED REAL ESTATE BROKER WHOSE PRIMARY FUNCTION IS THE LISTING AND SELLING OF NEW HOMES. CANDIDATE CANNOT BE AN ON-SITE SALES AGENT FOR A BUILDER OR DEVELOPER. REALTOR CANDIDATE MUST BE ACTING AS AN INDEPENDENT AGENT AND CANNOT BE A PART OF A TEAM. CANDIDATE WORK RECORD BASED ON JULY 1, 2013 – JULY 1, 2014 SALES. NOT: SALES AND CLOSINGS VOLUME INCLUDES PERSONAL SALES REGARDLESS OF LISTING AGENT. SALES VOLUME DOES NOT INCLUDE HOMES THAT WERE LISTED ONLY.

JUDGING CRITERIA: CANDIDATES WILL BE JUDGED ON SELLING TECHNIQUES, PHILOSOPHIES, INDUSTRY AND COMMUNITY INVOLVEMENT AND RESULTS.

### **ROOKIE ON-SITE SALESPERSON OF THE YEAR**

ALL CANDIDATES MUST BE SUBMITTED BY THEIR SALES MAMAGER, MARKETING DIRECTOR OR BUILDER. FOR ON-SITE SALES PROFESSIONALS HAVING 12 MONTHS OR LESS EXPERIENCE IN NEW HOME SALES. ALL CANDIDATES MUST BE EMPLOYED BY AN HBA MEMBER. CANDIDATE WORK RECORD BASED ON JULY 1, 2013 – JULY 1, 2014 SALES.

JUDGING CRITERIA: CANDIDATES WILL BE JUDGED ON PROFESSIONAL APPROACH TO SALES, SELLING TECHNIQUES, PHILOSOPHIES, ABILITY TO OVERCOME MARKET OBSTACLES, INDUSTRY AND COMMUNITY INVOLVEMENT AND RESULTS AS WELL AS RESULTS BASED ON QUANTIFIABLE ENTRY CRITERIA.

### **SALES MANAGER OF THE YEAR**

ALL CANDIDATES MUST BE SUBMITTED BY THEIR BUILDER. FOR FULL TIME SALES MANAGERS OF A VOLUME OR CUSTOM BUILDER WHO ARE RESPONSIBLE FOR THE MAINTENANCE AND PERFORMANCE OF A SALES STAFF AND ADMINISTRATION OF ALL SALES MANAGEMENT DUTIES, ENTRANTS MUST HAVE SERVED IN THEIR CURRENT POSITION FOR A MINIMUM OF ONE YEAR. CANDIDATE WHO ENTERS THIS CATEGORY MAY NOT ENTER MARKETING PROFESSIONAL OF THE YEAR. ALL CANDIDATES MUST BE EMPLOYED BY A CURRENT HBA MEMBER – CANDIDATE WORK RECORD BASED ON JULY 1, 2013 – JULY 1, 2014 SALES.

JUDGING CRITERIA: CANDIDATES WILL BE JUDGE ON QUALITY AND INNOVATIVENESS OF SALES TRAINING AND MOTIVATIONAL PROGRAMS, SUCCESS IN OVERCOMING OBSTACLES, IMPROVING SALES PERFORMANCE, ACHIEVING COMPANY SALES GOALS AND INDUSTRY AND COMMUNITY INVOLVEMENT AND ON THE RESULTS ARCHIVED DURING THE YEAR.

### **SALESPERSON OF THE YEAR – ONSITE**

ALL CANDIDATES MUST BE SUBMITTED BY THEIR SALES MANAGER, MARKETING DIRECTOR OR BUILDER. ALL CANDIDATES MUST BE EMPLOYED BY A BUILDER OF DEVELOPER MEMBER OF AN HBA. CANDIDATE WORK RECORD BASED ON JULY 1, 2013 – JULY 1, 2014 SALES.

JUDGING CRITERIA: CANDIDATES WILL BE JUDGED ON PROFESSIONAL APPROACH TO SALES, SELLING, TECHNIQUES, PHILOSOPHIES, ABILITY TO OVERCOME MARKET OBSTACLES, INDUSTRY AND COMMUNITY INVOLVEMENT AND RESULTS AS WELL AS RESULTS BASED ON QUANTIFIABLE ENTRY CRITERIA.



# MILLION DOLLAR A W A R D S



## CANDIDATE TYPES

### SALESPERSON OF THE YEAR – ONLINE

ALL CANDIDATES MUST BE SUBMITTED BY THEIR SALES MANAGER, MARKETING DIRECTOR OR BUILDER. ALL CANDIDATES MUST BE EMPLOYED BY A BUILDER OR DEVELOPER MEMBER OF AN HBA. CANDIDATES WORK RECORD BASED ON JULY 1, 2013 – JULY 1, 2014 SALES.

JUDGING CRITERIA: CANDIDATES WILL BE JUDGED ON PROFESSIONAL APPROACH TO SALES, SELLING TECHNIQUES, PHILOSOPHIES, ABILITY TO OVERCOME MARKET OBSTACLES, INDUSTRY AND COMMUNITY INVOLVEMENT AND RESULTS AS WELL AS RESULTS BASED ON QUANTIFIABLE ENTRY CRITERIA.

## AWARD CANDIDATES

NAME	\$ AMOUNT OF SALES	TYPE OF AWARD
1.		
2.		
3.		
4.		

ONLY THE PERSONS LISTED IN THE ABOVE BOX WILL RECEIVE AWARDS. IF NECESSARY, PLEASE DUPLICATE ON ANOTHER FORM FOR ADDITIONAL RECIPIENTS. IF YOU SUBMIT RECIPIENTS IN ANOTHER FORMAT, PLEASE BE SURE TO INCLUDE ALL REQUESTED INFORMATION.



EXECUTIVE



SILVER AWARD

\$1,999,999



GOLD AWARD

\$2,000,000 TO \$3,999,999



PLATINUM

\$4,000,000 TO \$4,999,999



DIAMOND

\$5,000,000 AND UP



# MILLION DOLLAR A W A R D S



## PAYMENT INFORMATION

# SUBMISSIONS \_\_\_\_\_ TOTAL \$\_\_\_\_\_

PAYMENT BY CHECK \_\_\_\_ CHECK # \_\_\_\_\_ CREDIT CARD\_\_\_\_\_

CARD NUMBER

3 DIGIT CODE

EXP. DATE

ZIP-CODE

SUBMITTERS SIGNATURE \_\_\_\_\_ DATE: \_\_\_\_\_

IT IS MY UNDERSTANDING THAT THE NOMINEE I HAVE LISTED MAY BE SHOPPED AND RECORDED BY AUDIO AND/OR VIDEO AND BY SIGNING THIS DOCUMENT I HEREBY GIVE MY PERMISSION TO DO SO. THIS FORM MUST BE COMPLETED AND RETURNED TO THE HBAGC OFFICE NO LATER THAN SEPTEMBER 30, 2014 IT MAY BE FAXED TO 847-241-0015 OR EMAILED TO INFO@HBAGC.COM - QUESTIONS CALL 866-773-5598.



**HOME BUILDERS**  
ASSOCIATION OF GREATER CHICAGO

THANK YOU FOR YOUR ENTRY