

REGAL AWARDS INDIVIDUAL AWARDS

SUBMISSION REQUIREMENTS

- Nominee Name
- Community or Communities Sold by Nominee
- Volume and/or Sales
- Units or Upgrades/Options Sold- If applicable
- 3 Customer contact numbers for interview

Short Professional Bio:

- Why Candidate Should Be Considered
- Industry Involvement and Achievements
- Community Involvement & Achievements
- How They Meet Adversity and Overcome Market Obstacles

A phone interview will be conducted with all candidates and one or more testimonials. Exact times will be confirmed closer to judging date.

JUDGING CRITERIA

Overall on a scale from 1-10

Project/Production Manager of the Year

Performance & Results

How effectively do they complete their job? Do they meet or exceed goals & standards?

Superintendent of the Year

Professionalism

What is their knowledge base and how effective are they in communicating it?

Marketing Director of the Year

Approach

How is their attitude and how effective is their approach when faced with everyday operations and adversity?

Sales Director of the Year

Rookie Sales Person of the Year

First Year in sales position

Industry Involvement

Contributions towards home building industry and their community.

Sales Person of the Year

Selections/Options Coordinator of the Year

Sales Team of the Year

