

REGAL INDIVIDUAL AWARDS

Loan Officer of the Year

Designer of the Year

Project/Production Manager
of the Year

Superintendent of the Year

Marketing Director of the Year

Sales Director of the Year

Rookie Sales Person of the Year
First Year in Sales Position

Sales Person of the Year

Selections/Options Coordinator
of the Year

Sales Team of the Year

SUBMISSION REQUIREMENTS

Must submit on Call to Entry Submission List.

- **Nominees Must be an employee** of a BRAD Member
- **Nominee Must also be a member** of the BRAD Sales & Marketing Council
- **Nominee must have been** in their position for over 50% of the last year.
- Nominee Name
- Upload Nominee Photo (HI RES 300dpi, 3"x5" JPG format)
- Community or Communities Sold by Nominee
- Nominee total production Volume/Sales
- Short Professional Bio:
 - Why should this nominee win this award?
 - Background and experience
 - Length of time with company
 - Length in position
 - Production volume
 - Responsible for # of communities, homes, employees, etc.
 - Closing ratios if applicable
 - Customer & employee testimonials

JUDGING CRITERIA

On a scale from 1-10

Performance & Results 150 Words Max. Please answer questions below within your entry.

- What are the nominees strengths and areas where they excel?
- How effectively do they complete their job?
- Do they meet or exceed goals & standards?
- Anything in particular that the Judges should consider when reviewing?

Professionalism & Approach 150 Words Max. Please answer questions below within your entry.

- What is the nominees knowledge base and how effective are they in communicating it?
- How is their attitude?
- How effective is their approach when faced with everyday operations?
- How does the candidate meet adversity and overcome market obstacles and adversity? Any specific examples?

Industry Involvement

150 Words Max. Please answer questions below within your entry.

- Does the nominee exhibit any outstanding contributions towards the home building industry?
- Has the nominee made any community contributions?
- Has the nominee completed any extra continuing education courses?

