



## 2012 MONTHLY SALES PERFORMANCE AWARDS RULES

### Objectives:

- To reward excellence in sales performance of new home sales
- To motivate TSMC members to strive for outstanding performance
- To provide recognition for accomplishments from peers in the industry

### Entry Eligibility:

- All entries must be TSMC members in good standing. A new home sales agent is one who is employed full time in the selling of new homes and whose income is from new homes sales ONLY.
- Only non-contingent new home contracts (written & accepted) will be considered. Contingencies **cannot** be counted in monthly dollar volume or number of homes contracted (sold). The contingency can be counted as a sale the month the contingency is released. Member must be actively involved in the sale; listing volume is not applicable. (Only the sales contract price will be applicable for volume.)
- **INDIVIDUAL** County Awards: Presented to eligible TSMC members in all four counties or any adjoining county.
- Triangle-wide **TEAM** Awards. A sales team is two or more TSMC members assigned full time to a specific site who share commissions on new homes sales. The TSMC will award a certificate to each member of the winning team. All team members' names must appear on the certificate. Individuals of a team may not submit as individuals.
- Triangle-wide **MULTI-COMMUNITY** Awards: Presented for actively selling in more than one neighborhood. Volume and numbers must be submitted by neighborhoods.
- Backtracking will not be allowed.
- **All entries must be at the HBA office by 5 p.m. on the 8<sup>th</sup> of the following month. When the 8<sup>th</sup> falls on a weekend, the next working day is acceptable.**



**2012 MONTHLY SALES PERFORMANCE AWARDS APPLICATION**

**Award Categories.** PLEASE CHECK BOX THAT APPLIES IN ONLY **ONE** OF THE TEN CATEGORIES

**TEAM AWARDS: Check one**

<b><u>Team Category (2 agents/1 Community)</u></b>	_____
<b><u>Team Category (3 or more agents/1 Community)</u></b>	_____
<b><u>Multi-Community</u></b>	_____

**INDIVIDUAL AWARDS: Check One**

<b><u>Chatham Co. Category</u></b>	
Attached	_____
Detached	_____

<b><u>Orange Co. Category</u></b>	
Attached	_____
Detached	_____

<b><u>Durham Co. Category</u></b>	
Attached	_____
Detached	_____

<b><u>Wake Co. Category</u></b>	
Attached	_____
Detached	_____

<b><u>Adjoining Co. Category</u></b>	
Attached	_____
Detached	_____

<b><u>General Brokerage Category</u></b>	
Attached	_____
Detached	_____

<b><u>Multi Community (1 agent/2 or more Communities)</u></b>	
Attached	_____
Detached	_____

**TSMC Member's Name** \_\_\_\_\_

**Company** \_\_\_\_\_ **MONTH OF** \_\_\_\_\_

**Selling Location:** \_\_\_\_\_ **Volume Contracted (sold): \$** \_\_\_\_\_ **# Homes Contracted (sold):** \_\_\_\_\_

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**Selling Location:** \_\_\_\_\_ **Volume Contracted (sold): \$** \_\_\_\_\_ **# Homes Contracted (sold):** \_\_\_\_\_

Submitted by (Principal/Officer) \_\_\_\_\_ Title \_\_\_\_\_

Phone Number of Submitter \_\_\_\_\_ Email of Submitter \_\_\_\_\_

Today's Date \_\_\_\_\_

**Return by the 8th of Month to:**

Triangle Sales & Marketing Council  
5580 Centerview Dr. Suite 115  
Raleigh, NC 27606  
Office: (919) 233-2033 Fax: (919) 233-2036  
Or Scan and Email form to athompson04@hbawake.com

**Questions?**

Call:  
Cristi Thompson  
2012 TSMC Monthly Awards Chair  
(919) 946-8787