



**2021 BILD Calgary Region Awards
SALES ACHIEVEMENT AWARDS
SALES TEAM OF THE YEAR – MULTI FAMILY (SA1)
*Submission Guidelines***

ONLINE SUBMISSION

Entry Deadline: Monday January 10, 2022 by 11:59 pm – NO EXCEPTIONS

Fee: \$225.00/entry (+GST)

CRITERIA

- Project Team Leader(s) must be a full-time in-house sales representative in order to enter their Sales Team. In the event that the Project Team Leader(s) manages more than one (1) Community/Project simultaneously, each project must be submitted under a separate entry.
- Sales team can include Project Team Leader(s), Associate(s), Assistant(s) and Host(s.)
- Sales MUST represent those generated from a single sales Community/Project from October 1, 2020 and ending September 30, 2021 with a minimum of \$3,000,000 in sales.
- MULTI-FAMILY Definition:
 - Attached homes that are attached to at least one (1) other dwelling.
 - Must be part of a master planned multi-family community under one (1) multi-family development permit.
 - Must be condo titled or fee simple.
 - Includes elements such as controlled architecture, project entry or identification, etc.
 - Street town/ Row Home sales must be entered as part of SA3; Single Family sales entries.
- Sales for communities other than the community stated on entry form will not be eligible. Sales cannot overlap, must be from *only* one community at one time.
- Sales Amount refers to the price on the contract at time of signing, and not the price adjusted at contract closing.
- All Sales Amounts must be UNIT & LAND ONLY, GST excluded. Upgrades and extras may only be included, if they were part of the original contract.

NUMBER OF ENTRIES

- No limitations.

SUBMISSION REQUIREMENTS

- **Company Logo** - full colour logo
- **NOTE:** Entrants submitting for multiple awards are only required to submit their company logo once.



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- **Full Payment** - acceptable payment methods: Mastercard, Visa
- **Photo of Sales Team**
- **Sales List** – in MS Excel format
Note: Must use the spreadsheet template, available online at bildcrawards.com
 - Firm Sales Date (sales must be between Oct. 1/20 – Sept. 30/21)
 - Homeowner’s Name (ie. John & Jane Smith, or John Smith and Jane Brown) (OPTIONAL)
 - Street # or Unit/Suite/Apt #
 - Street Name and Direction
 - City, Province
 - Postal Code
 - Sales Community
 - Developer
 - Base Price
 - Upgrades Value
 - Land Value
 - Total Sales Amount (**HOUSE ONLY, excluding GST. Price on contract at time of signing**)
 - GST
- **Contracts** – All Sales Contracts on USB. Failure to provide copies of agreements will result in an automatic disqualification. Purchaser name may be blinded.
- **Project Site Plan** - 1 hardcopy

ACCEPTABLE IMAGE / PHOTO FORMAT (electronic)

The image quality requested below is required to produce the video presentation and all marketing materials.

Images must be submitted in JPEG format.

JUDGING PROCEDURES / DETAILS

- Winner will be determined based on 100% of total sales volume.
- All entrants are required to provide copies of sales agreement. Failure to provide copies of agreements will result in an automatic disqualification.
- All entries and judging forms are audited for irregularities and inconsistencies by the accounting firm of MNP LLP.



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GRAND AWARD QUALIFIER

Winning the Sales Team of the Year – Multi-Family award is a Multi-Family Builder of the Year qualifier with no points awarded.

GENERAL CONDITIONS & INFORMATION

- Entrant must be a BILD Calgary Region Member in good standing.
- Entries submitted must apply to projects, products or services available/viewable within the BILD Calgary Region service area.
- Full payment must be accompanied with submission(s). Acceptable payment methods: MasterCard, Visa. Please include all entry fees in one payment.
 - All materials submitted become the property of the BILD Calgary Region and will not be returned. Refer to our privacy policy online at <https://bildcr.com/privacy-policy/> or contact the BILD Calgary Region office to receive a hard copy.
- All entrants agree to allow any information contained in their submission(s) to be exhibited and/or published at the discretion of the BILD Calgary Region.
- All entries and judging forms are audited for irregularities and inconsistencies by the accounting firm of MNP LLP.
- You will not be notified of missing components.