



**2021 BILD Calgary Region Awards
SALES ACHIEVEMENT AWARDS
SALES TEAM OF THE YEAR – SINGLE FAMILY (SA2)
*Submission Guidelines***

ONLINE SUBMISSION

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

Fee: \$225.00/entry (+GST)

CRITERIA

- This award is eligible to a single sales team from a single sales centre in a single community. Each Sales Center in a community must be submitted under separate entries. Communities, Sales Teams or Sales Centers **CANNOT BE COMBINED**
- SINGLE FAMILY Definition: Single family or duplex dwelling not under any multi-family permit.
***Street Towns/ Row Homes are considered Single Family.**
- Sales MUST represent those generated between October 1, 2020 and September 30, 2021 with a minimum of \$3,500,000 in sales.
- Sales team can include Area Sales Manager(s), Associate(s), Assistant(s) and Host(s.)
- Area Sales Manager must be a full-time sales representative in order to enter their Sales Team.
- Sales for communities other than the community stated on entry form will not be eligible. Sales must be from **only** one sales center for one community.
- 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 HOUSE ONLY, excluding land and GST. 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 in EPS format, must be true vector file, not converted
NOTE: Entrants submitting for multiple awards are only required to submit their company logo once.
- **Full Payment** - acceptable payment methods: Mastercard, Visa



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- **Photo of Sales Team**

- **Sales List** – in MS Excel format
Note: Must use the spreadsheet template, available online through Award Force
 - 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** –Failure to provide copies of agreements will result in an automatic disqualification. Purchaser name may be blinded.

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 the sum of the total sales amount.

- 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.

GRAND AWARDS QUALIFIER



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

Achievement level is based upon the sum of the total sales amount, prorated on a curve where the top 33 percent are awarded gold status.

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.