



**2021 BILD Calgary Region Awards
SALES ACHIEVEMENT AWARDS
ROOKIE OF THE YEAR – MULTI FAMILY (SA4)
*Submission Guidelines***

ONLINE SUBMISSION

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

Fee: \$225.00/entry (+GST)

CRITERIA

- Any acting area manager who is in their first year in the industry (not company) from a single sales centre in a single community is eligible for this award. Each Sales Center in a community must be submitted under separate entries. Communities, Sales Teams or Sales Centers **CANNOT BE COMBINED**.

- 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 **MUST** represent those generated between October 1, 2020 and September 30, 2021.

- 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.



**2021 BILD Calgary Region Awards
SALES ACHIEVEMENT AWARDS
ROOKIE OF THE YEAR – MULTI FAMILY (SA4)
*Submission Guidelines***

- **Full Payment** - acceptable payment methods: Mastercard, Visa
- **Photo of Entrant**
- **Sales List** – in MS Excel format
Note: Must use the spreadsheet template, available online in 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.

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

Winning the Sales Team of the Year – Single Family award is a 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.



**2021 BILD Calgary Region Awards
SALES ACHIEVEMENT AWARDS
ROOKIE OF THE YEAR – MULTI FAMILY (SA4)
*Submission Guidelines***

- 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.