

# MAME

## 2024 CALL FOR ENTRIES

The MAME Awards recognize our industry's most outstanding contributors (Builder, Trade, and Design Professionals) who have distinguished themselves by working hard to deliver their best each day for the betterment of our industry.

We invite you to nominate qualified candidates, companies, and products that have been standouts during the period of **July 1, 2023, to June 30, 2024** with their contribution to creating quality new single family homes, multi-family residences for sale or rent, mixed use, and/or urban projects within each category below.

Associate entrants may enter their work on communities in which the builder is not a North State BIA member in the categories for Landscape, Interior Design and Architecture only. The Associate must be a member of the North State BIA. The community must be within the jurisdiction of the North State BIA's 20 counties of Alpine, Amador, Butte, Colusa, El Dorado, Glenn, Lassen, Modoc, Nevada, Placer, Plumas Sacramento, Shasta, Sierra, Siskiyou, Sutter, Tehama, Trinity, Yolo and Yuba.

A non-member Builder will not receive official recognition if the entry is deemed a finalist or winner. Accurate spelling and grammar are your responsibility.

Resubmittal of Entries: if your work is still being open for sale as of July 31, 2024, you may resubmit if the entry still applies to any category. Note: an award winner from the previous year is not eligible to be nominated or re-enter in the same category they won the award in the previous year, except for professional achievement "of the Year" categories. Finalists are eligible and encouraged to enter or be nominated.

Some categories require SMC Membership - \$95/year to be an SMC member, which includes membership in the National Sales & Marketing Council. Application is available [here](#).

The MAME Awards Committee reserves the right to eliminate any category due to insufficient entries or add categories if the judges believe it is warranted.

ENTRY PROCESS – Online and All Digital Submittal

### IMPORTANT DATES:

Call for Entries June 17

Ask Me Anything Session June 27

Early Bird – June 17-June 30, \$95 Entry Fee

General Submission – July 1- **Aug 5**, \$150 Entry Fee

*Cat 48 – No Fee*

*Cat 49 - \$25 Entry Fee*

*Cat 55 – 56 - \$95 Entry Fee*

### EXTENDED Entry Deadline August 5, 2024

MAME Judging – August 19, 20 & 21

Finalists Announced – August 26<sup>th</sup>

Sponsorship Deadline – All assets due – Friday August 30

MAME 48 Awards Gala – Saturday September 21 Sheraton Grand

If you have any questions during the process, please feel free to contact

Lisa Parrish | Administrator 909|987|2758

[lisa@teampmp.com](mailto:lisa@teampmp.com)

# MAME

## STEPS TO ENTER

1. Please complete ENTRY APPLICATION & pay entry fees no later than **August 5, 2024**
2. Once submitted online entry system will generate your unique entry serial number(s) per entry.
3. Your entry materials are due by **August 5, 2024 Midnight**

Materials for all entries include:

- Team/ Information Form
- (Professional Achievement categories require specialized forms)
- Digital Files — floor plan and photo images required.

### ***DIGITAL IMAGES***

- Must be saved at 300 dpi – sized to approximately 1800 x 1200 pixels
- JPEG format ONLY. All plans should be saved as high resolution PDF – 8 ½” x 11”
- Should be named with your Category number, entry serial and sequence number or description.
- Examples:
  - 01-1005\_1.jpg
  - 01-1005\_2.jpg
  - 01-1005\_floorplan.pdf

### **Online form functionality**

Please use the new forms to upload your materials ~ NO more Dropbox or files sharing.

When form is complete click submit, entries will not be editable once submitted.

The system will send you a copy of the finalized entry for your records.

To save the form for later, click Save, click Skip create an account and enter your email.

The system will save the content and send you link to access the form in progress.

### **NEW MAME Entry Forms**

**Please select a form below to finalize your submission:**

- **Cats 1-32, 37-38 - TEAM PROJECT FORM**
- **Cats 33-36 - COMMUNITY OF THE YEAR FORM**
- **Cat 39-43 - SALES PROFESSIONAL ACHIEVEMENT FORM**
- **Cat 44 - BUILDER SALES MANAGER FORM**
- **Cat 45 - BUILDER MARKETING PROFESSIONAL FORM**
- **Cat 46-54 - PROFESSIONALISM AWARDS FORM**
- **Cat 55-56 - SALES ACHIEVEMENT FORM**

### **Entry Rollover for The Nationals.**

We are pleased to offer a special entry rollover program. Here’s how it works. You have already entered materials.

The Awards Committee will provide your entry materials to The Nationals for you!

We will reach out to you via email to provide the easy process to submit.

Additional entry fees apply for Nationals. No additional forms or materials needed!!

**EXTENDED Entry Deadline August 5, 2024 11:59pm**

All Fees are Final: No Refunds – Transferrable to another category.

**MAME Materials Submission EXTENDED Deadline - Monday Aug 5<sup>th</sup> 11:59pm**

No extensions, No Exceptions

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## CATEGORY LIST

### MARKETING

1. Best Logo Design
2. Best Graphic Continuity
3. Best Brochure
4. Best Media Promotion – Video or Audio
5. Best Print Ad - *Awards may be presented by Builder or Community or Associate*
6. Best Overall Advertising Campaign - Print and Online Media
7. Best Website - *Awards may be presented by Builder or Community or Associate*
8. Best Online Marketing Campaign - *Includes Digital Marketing & Social Media*
9. Best Marketing of a Builder Customer Experience Journey
10. Best Special Event for a Builder – Sales & Marketing
11. Best Special Event – Charitable Cause
12. Innovative Use of Technology
13. Best Sales Office - *Awards may be presented: Attached / Detached Garage or Pavilion*
14. Best Sign Program

### DESIGN

15. Best Landscape Design
16. Best Outdoor Living Space
17. Best Showroom / Design Center
18. Best Interior Design of a Detached Home - Priced Under \$500,000
19. Best Interior Design of a Detached Home - Priced Between \$500,001 - \$650,000
20. Best Interior Design of a Detached Home - Priced from \$650,001 - \$850,000
21. Best Interior Design of a Detached Home – \$850,001+
22. Best Interior Design - Attached Home - Any price  
*Category may be split based on actual entries submitted*
23. Best Architectural Design of a Detached Home – Under 2,000 sq. ft.
24. Best Architectural Design of a Detached Home – 2,001 to 2,500 sq. ft.
25. Best Architectural Design of a Detached Home – 2,500 to 3,200 sq. ft.
26. Best Architectural Design of a Detached Home – over 3,200 sq. ft. +
27. Best Architectural Design – Attached (Any Price)  
*Category may be split based on actual entries submitted*
28. Detached Home of the Year
29. Architectural Series - Defined as a set of plans within a single neighborhood
30. Best Kitchen Design – **NEW FOR 2024**
31. Best Primary Suite Design – **NEW FOR 2024**
32. Best Specialty Room – **NEW FOR 2024**

### COMMUNITY OF THE YEAR

33. Community of the Year - Detached  
*Awards may be presented by price range of community based upon submittals*
34. Community of the Year - Attached
35. Master Planned Community of the Year
36. Multi-Family Community of the Year (Rental)\*\*

### CUSTOM HOMES

37. Best Custom Home - under \$2 Million
38. Best Custom Home - Over \$2 Million

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## PROFESSIONAL ACHIEVEMENT

39. Sales Rookie of the Year
40. Sales Professional of the Year
41. Online Sales Counselor of the Year
42. Online Sales Team of the Year
43. Sales Team of the Year
44. Builder Sales Manager of the Year
45. Builder Marketing Professional of the Year
46. Project Superintendent of the Year \*SMC not required
47. Escrow Professional of the Year \*SMC not required
48. Purchasing Agent or Team of the Year \*SMC not required
49. Mortgage Professional of the Year \*SMC not required
50. Sales and/or Marketing Professional of the Year – Associate/Trade
51. Associate/Trade Partner of the Year - Company - **Builder Nominated only**
52. Above & Beyond Award – Any Employee of BIA Member Company - **No Entry Fee**
53. New Home Realtor of the Year - **Builder Nominated only – NEW FOR 2024**
54. Industry Super Star Honors - Any Employee of BIA Member Company - **\$25 Entry Fee**

**\*Indicated entrants must be members of the Sales & Marketing Council (SMC) at time of entry.**  
the application is available [here](#).

All builder entrants must be members of the Sales & Marketing Council (SMC) at time of entry.  
the application is available [here](#).

## SALES ACHIEVEMENT CATEGORIES - Entry Fee \$95

Awards are granted based on new home sales closings between **July 31, 2023 through June 30, 2024** to ONSITE or ONLINE Sales Professionals. These awards are based on volume. This is a non-judged honor.

[A candidate can only be submitted once within these categories](#)

Awards are based on closed sales for an individual

If candidate works in a team structure – total sales can be reported as group total

All entrants must be members of the Sales & Marketing Council (SMC) at time of entry.  
the application is available [here](#).

55. Sales Achievement Award – closed sales \$8-\$15.99 Million
56. Sales Achievement Award – closed sales over \$16 Million

### The Golden Achievement Award

*(Determined by highest dollar volume from entry submissions submitted)*

## ENTRY RESOURCES

[Tips & Tricks Video](#)

[Batch Renaming – Windows](#)

[Batch Renaming – MAC](#)

[SAMPLE Awards Entries](#)

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## CATEGORIES & REQUIREMENTS

### MARKETING

#### 1. BEST LOGO DESIGN

Entry will be judged on overall logo design, readability and execution.

##### Entry Requirements

- Team/ Information Form
- Image Requirements: 6 to 8 images of the following: Logo in color, logo in black & white and various examples of logo in use. (brochure, signage, letterhead, etc)

#### 2. GRAPHIC CONTINUITY

Entry will be judged on graphics, concept, overall design compatibility, readability, and execution. How all branding pieces work together.

##### Entry Requirements

- Team/ Information Form
- Image Requirements: 6 to 8 images of the following: logo, advertisements, signage, displays, brochure, direct mail, and impact graphic, etc.

#### 3. BEST BROCHURE

Entry will be judged on concept, creativity, copy, layout, overall design, readability.

##### Entry Requirements

- Team/ Information Form
- Image of Brochure in jpeg format.

**Sample brochure – delivered by August 1<sup>st</sup> to : North State BIA Attn: Angela**

#### 4. BEST MEDIA PROMOTION - VIDEO OR AUDIO

Entry will be judged on creativity, user experience, overall design, and effectiveness

##### Entry Requirements

- Team/ Information Form including link to actual campaign
- Up to two (2) images that can be used to represent entry
- Images of pages (home page, category pages, etc.
- One audio file (mp3) of the radio spot or Video File of video (.mov or quicktime file)

#### 5. BEST PRINT AD - AWARDS MAY BE PRESENTED BY BUILDER OR COMMUNITY OR ASSOCIATE

Entry will be judged on concept, creativity, copy, layout, overall design, and execution and continuity.

##### Entry Requirements:

- Team/ Information Form
- One (1) image of each ad submitted

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## 6. BEST OVERALL ADVERTISING CAMPAIGN - PRINT AND ONLINE MEDIA

Entry will be judged on creativity, design, and success of materials developed to gain product interest. Includes ads, print and electronic media, and billboards.

### Entry Requirements

- Team/ Information Form including link to actual campaign
- 6 to 8 images that represent entry.
- May include any or all of the following: print advertising, direct mail, television and radio spots, billboards, etc. Used for judging and displays. • Television and radio submissions should be sent on digitally – Video - .mov files – Audio Mp3 files.

## 7. BEST WEBSITE - AWARDS MAY BE PRESENTED BY BUILDER OR COMMUNITY OR ASSOCIATE

Entry will be judged based on quality of design, ease of obtaining information, and organization of message.

### Entry Requirements

- Team/ Information Form including Link to website – must be fully updated and live by July 31<sup>st</sup>
- 6 to 8 images that represent entry.

## 8. BEST INTERNET MARKETING CAMPAIGN - INCLUDES DIGITAL MARKETING & SOCIAL MEDIA

Entry will be judged on concept, creativity, copy, layout, and results of campaign.

### Entry Requirements

- Team/ Information Form including link to actual campaign
- 6 to 8 images that represent entry.

## 9. BEST MARKETING OF A BUILDER CUSTOMER EXPERIENCE JOURNEY

Entry will be judged on creativity, user experience, overall design, and effectiveness of marketing message. *This does not include testimonials or scores.*

### Entry requirements:

- Team/ information form
- 6 to 8 images that represent entry including the presentation of how a builder promotes the journey to the buyer.

Submit examples of communication efforts. NOTE: All materials are considered proprietary information. None will be used outside of judging – Only to be used for the judge's review.

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## 10. BEST SPECIAL EVENT – FOR A BUILDER

Entry will be judged on creativity, user experience, overall design, and effectiveness

### Entry requirements:

- Team/ information form including link to actual campaign
- 6 to 8 images that represent entry
- Images of pages (home page, category pages, etc.)
- Video file (.mov or quicktime file)

## 11. BEST SPECIAL EVENT – CHARITABLE CAUSE

Entry will be judged on creativity, user experience, overall design, and effectiveness.

### Entry Requirements:

- Team/ Information Form including link to actual campaign
- 6 to 8 images that represent entry
- Images of pages (home page, category pages, etc.)
- Video File of video animation (.mov or quicktime file)

## 12. BEST INNOVATIVE USE OF TECHNOLOGY

Entry will be judged on creativity, user experience, overall design, and effectiveness.

### Entry Requirements:

- Team/ Information Form including link to actual campaign
- 6 to 8 images that represent entry
- Images of pages (home page, category pages, etc.)
- Video File of video animation (.mov or quicktime file)

## 13. BEST SALES OFFICE - AWARDS MAY BE PRESENTED: ATTACHED / DETACHED GARAGE OR PAVILION

Entry will be judged on theme, function, display concept, creativity, and design used in the office, as well as the use of tools and technologies to achieve sales success.

### Entry Requirements

- Team/ Information Form
- 6 to 8 images that represent entry - may include the following: exterior entrance, overall interior, topography table, impact graphic, renderings, displays, and/or closing office.
- Floor Plan of office layout showing layout of exhibits.

## 14. BEST SIGN PROGRAM

Entry will be judged on concept, creativity, basic graphics and layout, design, execution, readability, and continuity. Includes onsite and offsite signage.

### Entry Requirements

- Team/ Information Form
- 6 to 8 images that represent entry.

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## DESIGN

### 15. BEST LANDSCAPE DESIGN

Entry will be judged on the landscape effectiveness, impact, and function in enhancing the product or project. Landscaping includes ground cover, hardscape, and softscape.

#### Entry Requirements

- Team/ Information Form
- 6 to 8 images that can be used to represent entry

### 16. BEST OUTDOOR LIVING SPACE

Entry will be judged on concept, creativity, impact of furniture and accessories.

#### Entry Requirements

- Team/ Information Form
- 6 to 8 images that represent entry.

### 17. BEST SHOWROOM / DESIGN CENTER

Entry will be judged on theme, function, display concept, creativity, and design used in the office.

#### Entry Requirements

- Team/ Information Form
- 6 to 8 images that represent entry - may include the following: exterior entrance, overall interior, , displays, and/or other unique spaces.
- Floor Plan of office layout showing layout of exhibits.

### 18. BEST INTERIOR DESIGN OF A DETACHED HOME - PRICED UNDER \$500,000

### 19. BEST INTERIOR DESIGN OF A DETACHED HOME - PRICED BETWEEN \$500,001 - \$650,000

### 20. BEST INTERIOR DESIGN OF A DETACHED HOME - PRICED FROM \$650,001 - \$850,000

### 21. BEST INTERIOR DESIGN OF A DETACHED HOME – \$850,001+

### 22. BEST INTERIOR DESIGN - ATTACHED HOME - ANY PRICE

Entry will be judged on concept, creativity, impact of furniture and accessories.

#### Entry Requirements

- Team/ Information Form
- 6 to 8 images that represent entry: Living room, dining room, master bedroom, kitchen/family room area or other unique spaces.
- Floor plan



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23. **BEST ARCHITECTURAL DESIGN OF A DETACHED HOME – UNDER 2,000 SQ. FT.**
24. **BEST ARCHITECTURAL DESIGN OF A DETACHED HOME – 2,001 TO 2,500 SQ. FT.**
25. **BEST ARCHITECTURAL DESIGN OF A DETACHED HOME – 2,500 TO 3,200 SQ FT.**
26. **BEST ARCHITECTURAL DESIGN OF A DETACHED HOME – OVER 3,200 SQ. FT. +**
27. **BEST ARCHITECTURAL DESIGN – ATTACHED (ANY PRICE)**

Entry will be judged on overall exterior and interior architecture, design appeal, function, and creative use of interior space and creative integration of plan design with site considerations.

## **Entry Requirements**

- Team/ Information Form
- 6 to 8 images that represent entry: Front exterior, Living room, dining room, master bedroom, kitchen/family room area or other unique spaces.
- Floor plan

## **28. DETACHED HOME OF THE YEAR** (*production homes only*)

The Home of the Year will be presented to the Builder/Developer for best overall product and interior design.

The same product/model must be entered in both Interior Design (Categories 18-21) and Product (Categories 23-26).

Judges will award points based on interior design, architectural design - The sum of these scores will determine the Home of the Year winner.

Interior design and product criteria based on: overall exterior and interior design appeal; creative use of space; and use of interior colors, textures, materials and interior space.

## **Entry Requirements**

- Team/ Information Form
- 6 to 8 images that represent entry: Front exterior, Living room, dining room, master bedroom, kitchen/family room area or other unique spaces.
- Floor plan

## **29. ARCHITECTURAL SERIES** - DEFINED AS A SET OF PLANS WITHIN A SINGLE NEIGHBORHOOD

Recognizing the overall excellence of a project series combining architecture, interior design, landscape, and sales success.

## **Entry Requirements**

- Team/ Information Form
- Site plan
- 6 to 12 images that represent collection of plans.
- Floor plan for each plan in the series.

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## **SPECIALALTY CATEGORIES**

- 30. **BEST KITCHEN DESIGN – NEW FOR 2024**
- 31. **BEST PRIMARY SUITE DESIGN – NEW FOR 2024**
- 32. **BEST SPECIALTY ROOM – NEW FOR 2024**

Entry will be judged on concept, creativity, impact of furniture and accessories.

### **Entry Requirements**

- Team/ Information Form
- Up to 4 images that represent the space.
- Floor plan

## **COMMUNITY OF THE YEAR**

### **33. COMMUNITY OF THE YEAR - DETACHED**

Awards may be presented by price range of community based upon submittals

### **34. COMMUNITY OF THE YEAR - ATTACHED**

### **35. MASTER PLANNED COMMUNITY OF THE YEAR**

### **36. MULTI-FAMILY COMMUNITY OF THE YEAR (RENTAL)\*\***

\*\*does not have the below entry requirements, but will be judged on Logo, Interior Design, Architecture, Landscape and Clubhouse/Common Amenities

Community of the Year entries must have entries in each of the following categories:

- Best Logo Design
- Best Interior Design
- Best Architecture

Community of the Year entries must have entries in at least three (3) of the following categories:

- |                                       |                              |
|---------------------------------------|------------------------------|
| • Best Brochure                       | • Best Special Event         |
| • Best Media                          | • Best Social Media Campaign |
| • Best Direct Mail Piece              | • Best E-Marketing Campaign  |
| • Best Print Ad or Campaign           | • Best Sales Office          |
| • Best Website - Builder or Community | • Best Sign Program          |

### **Entry Requirements**

- Community of the Year Team/ Information Form
- Site plan of the community
- Six (6) to Twelve (12) images of community - Exteriors, landscape, interiors, signage, sales office etc.

## **CUSTOM HOMES**

### **37. BEST CUSTOM HOME - UNDER \$2 MILLION**

### **38. BEST CUSTOM HOME - OVER \$2 MILLION**

Entry will be judged on overall exterior and interior architecture, design appeal, function, and creative use of interior space and creative integration of plan design with site considerations.

### **Entry Requirements**

- Team/ Information Form
- 6 to 8 images that represent entry: Front exterior, Living room, dining room, master bedroom, kitchen/family room area or other unique spaces.
- Floor plan

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## PROFESSIONAL ACHIEVEMENT

Candidates may self-nominate or be nominated, except category 48 - Builder Nominated only.

All entries will be evaluated on submitted materials.

Entries will be judged on the candidate's positive aspects and measurable work performance, Community service and North State BIA involvement will also be considered as judging criteria.

- 39. SALES ROOKIE OF THE YEAR** - Candidate must have no more than 18 months of licensed experience in new-home sales. Demonstrates considerable judgment, initiative and motivation in order to manage the sales performance and activities of new-home communities.
- 40. SALES PROFESSIONAL OF THE YEAR** - Candidate demonstrates considerable judgment, initiative and motivation in order to manage the sales performance and activities of new-home communities. Candidate's overall attitude and commitment to the ultimate success of their community is unmatched.
- 41. ONLINE SALES COUNSELOR OF THE YEAR**
- 42. ONLINE SALES TEAM OF THE YEAR**  
Individual or Team responsible for answering phone inquiry, setting appointments, managing leads, follow-up and handoff with the on-site team. Candidate's overall attitude and commitment to the ultimate success of this community is unmatched.
- 43. SALES TEAM OF THE YEAR** - Candidates will be judged on their positive aspects and measurable work performance. Team that has overcome sales challenges, excelled at home financing, building referrals, handled closings smoothly, construction and escrow coordination, and ultimate buyer satisfaction. Candidate's overall attitude and commitment to the ultimate success of their community is unmatched.
- 44. BUILDER SALES MANAGER OF THE YEAR** — Entrant has shown considerable judgment, initiative and motivation in order to manage the sales performance and activities of new-home communities. Responsibilities include recruiting, hiring, training and supervising on-site sales or leasing agents. Candidate's overall attitude and commitment to the ultimate success of the team is unmatched.
- 45. BUILDER MARKETING PROFESSIONAL OF THE YEAR** - Excellence in creating, developing, overseeing, coordinating and managing marketing activities for new home communities. Successfully hiring, training and supervising a marketing team toward creating and maintaining campaigns that target audiences that result in sales of builder communities all within manageable budgets. This candidate is someone that is looked up to as a mentor and leader.
- 46. PROJECT SUPERINTENDENT OF THE YEAR** \*SMC not required - The candidate will be an individual who exemplifies superior supervision off-site and/or on-site construction of the residential building process with attention in managing, budgeting and overseeing daily operations, while maintaining positive relations with co-workers and customers/clients.

### ENTRY REQUIREMENTS CATEGORIES 39-46

- Completed Form containing written statement describing exemplary performance and achievement.
- Please include a color photo of candidate
- Candidates will be invited to interview with the judges on August 20 or 21

SMC application is available [here](#).

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## PROFESSIONAL ACHIEVEMENT *(continued)*

- 47. ESCROW PROFESSIONAL OF THE YEAR** \*SMC not required - Demonstrates teamwork, quality work performance and successful escrow closing rates. Judging criteria will be buyer satisfaction, builder communication and industry involvement.
- 48. PURCHASING PROFESSIONAL OR TEAM OF THE YEAR** \*SMC not required - A Purchasing Agent or Team who works to promote positive working relationships with all trades in the industry while maintaining budgets, contracting projects and assisting with ongoing construction of projects. The person or team promotes value engineering, product research, efficiency and supports options and marketing as well as other departments within their company and are well-regarded by their peers and others in the trade.
- 49. MORTGAGE PROFESSIONAL OF THE YEAR** - Judging criteria will include effort shown in outreach with builder, with buyers, in community outreach, buyer satisfaction, builder communication, industry involvement.
- 50. SALES AND/OR MARKETING PROFESSIONAL OF THE YEAR – ASSOCIATE/TRADE**  
**Sales & Marketing or Business Development Manager of the Year – Associate/Trade** - Demonstrates considerable judgment, initiative, creativity, motivation and excellence in creating, developing, overseeing, coordinating and managing sales and marketing activities in order to enhance the business development and perspective of their client/company.
- 51. ASSOCIATE/TRADE PARTNER OF THE YEAR - COMPANY - BUILDER NOMINATED ONLY**  
Entries will be judged on the company's positive aspects and measurable work performance. Focus will be on what that company has accomplished over and above what is typical in the industry. Special consideration will be given towards specific things this company does to support the builder/customer's success.
- 52. ABOVE & BEYOND AWARD – ANY EMPLOYEE OF BIA MEMBER COMPANY** \*\* NO ENTRY FEE REQUIRED  
The Candidate who demonstrates considerable initiative, creativity, motivation and excellence in their activities in to enhance the success of their client/company.
- 53. New Home Realtor of the Year - BUILDER NOMINATED ONLY**  
*candidate does not need to be a member of BIA*  
Entries will be judged on the candidates' positive aspects and measurable work performance.
- 54. INDUSTRY SUPER STAR HONORS**  
Shining the light on those who deserve recognition for their efforts this year. This is a non-judged category – ALL will be recognized for their efforts – please include in their statement the WHY this person is AWESOME.

### ENTRY REQUIREMENTS FOR CATEGORIES 47-54

- Completed Form containing written statement describing exemplary performance and achievement.
- Please include a color photo of candidate

SMC application is available [here](#).

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## **SALES ACHIEVEMENT RECOGNITION – Entry Fee \$95**

Awards are granted based on new home sales closings between **July 31, 2023 through June 30, 2024** to ONSITE or ONLINE Sales Professionals. These awards are based on volume. This is a non-judged honor.

NOTE: All entrants must be members of the Sales & Marketing Council (SMC) at time of entry.

[SMC application is available here.](#)

**55. SALES ACHIEVEMENT AWARD – closed sales \$8-\$15.99 Million**

**56. SALES ACHIEVEMENT AWARD – closed sales over \$16 Million**

Awards are based on closed sales for an individual

If candidate works in a team structure – total sales can be reported as group total

### **The Golden Achievement Award**

*(Determined by highest dollar volume from entry submissions submitted )*

All entrants must be employed by a North State BIA member company and be members of the Sales & Marketing Council (SMC) at time of submission and the awards event date of September 21

Entrants may only submit new home sales in the following counties:

Alpine, Amador, Butte, Colusa, El Dorado, Glenn, Lassen, Modoc, Nevada, Placer, Plumas Sacramento, Shasta, Sierra, Siskiyou, Sutter, Tehama, Trinity, Yolo and Yuba.

### **ENTRY REQUIREMENTS**

- Completed Form containing net closed dollar volume for the sales period
- Please include a color photo of candidate