



# *2017 Entry Form*

## REAL ESTATE NEW HOME SALES TEAM OR INDIVIDUAL

[www.chbanl.ca](http://www.chbanl.ca)



## REAL ESTATE NEW HOME SALES TEAM OR INDIVIDUAL 2017 ENTRY FORM

This award recognizes the outstanding contribution of the Real Estate Sales Team or Individual in assisting the residential construction industry in the advancement of the construction of high-quality new housing.

**ELIGIBILITY:** Only a CHBA-NL **New Home Real Estate Sales Team or Individual member** in good standing of the CHBA-NL for the 2016-2017 year may submit entries. Dwelling units referred to in entries must have been completed and available for sale, rent or occupancy between September 1, 2016 and August 31, 2017. The Building Excellence Award "Real Estate Sales Team or Individual" includes all individuals employed by or contracted to a new home builder who are essential to achieving excellence in new home sales.

### ALL WRITTEN SUBMISSION INFORMATION IS TO BE MADE ON THIS FORM

Member Company Name: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ Province: \_\_\_\_\_

Postal Code: \_\_\_\_\_ Tel: \_\_\_\_\_

Fax: \_\_\_\_\_ Email: \_\_\_\_\_

**ASSESSMENT:** Entries will be assessed on how well they meet the objectives and criteria established for these awards, as stated below.

#### AWARD OBJECTIVE

Recognition for outstanding achievement in new home sales by a sales team/ individual, and promotion of CHBA-NL and Association members.

#### JUDGING CRITERIA

General criteria: 100 points (total)

- A. Number of new homes sold (accepted) from September 1, 2016 to August 31, 2017 for **CHBA-NL builder members** (25 points)
- B. Customer Service Surveys (25 points)
- C. Builder Service Surveys (25 points)
- D. Training & Education (25 points)



### INFORMATION REQUIREMENTS

A. Number of dwelling units sold (accepted) from September 1, 2016 to August 31, 2017 (CHBA-NL builder members only) \_\_\_\_\_

\_\_\_\_\_  
25 pts

B. Please provide customer contact details (ie. Purchaser) for two customers to answer a short email customer satisfaction survey OR include 2 written customer testimonials.

Name: \_\_\_\_\_

Email: \_\_\_\_\_

Name: \_\_\_\_\_

Email: \_\_\_\_\_

\_\_\_\_\_  
25 pts

C. Please provide contact details for a CHBA-NL builder member. Please ensure to check the list of members against the CHBA-NL online Membership Directory at [www.chbanl.ca](http://www.chbanl.ca).

Name: \_\_\_\_\_

Email: \_\_\_\_\_

\_\_\_\_\_  
25 pts

D. Please provide documentation confirming sales team or individual training.

\_\_\_\_\_  
25 pts

#### Bonus

Please provide samples/examples of the CHBA member logo on business cards, company vehicle, brochure, website, construction site, newspaper copy, model home, radio copy, etc.

\_\_\_\_\_  
5 pts



**DECLARATION:**

We have read the Competition Guidelines for the 2017 CHBA-NL BERG Awards, and we agree to be bound by the guidelines and conditions set out for the Competition.

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**Date**

**Name and title** (please print) \_\_\_\_\_

Only signed forms and entries adhering to requirements will be accepted. Entries must be legible to be eligible. Entry forms and competition guidelines can be downloaded from the CHBA-NL website at [www.chbanl.ca](http://www.chbanl.ca)

**DEADLINE FOR ENTRIES**

4:00 p.m. on Friday October 6, 2017.

All entries must be submitted in **electronic form** along with a \$100.00 (plus HST) entry fee (per entry) to:

Canadian Home Builders' Association— Newfoundland and Labrador  
435 Blackmarsh Road  
St. John's, NL  
A1E 1T7

Attention: 2017 BERG Awards Judging Panel

\_\_\_\_\_  
A. 25 pts    B. 25 pts    C. 25 pts    D. 25 pts    Total 100 pts