

**Show appreciation and recognition for your sales people.  
Identify your firm as a leader in the industry who recognizes the  
efforts and success of their sales team.**

### **REALTOR MILLION DOLLAR CLUB**

Sales of \$1 – 2,499,999 = Bronze  
Sales of \$2.5 – 4,999,999= Silver  
Sales of \$5 – 7,499,999 = Gold  
Sales of \$7.5 million & over= Platinum

**Judging Criteria:** Recognition will be given to salespeople whose contracted dollar volume totaled the above numbers from December 1, 2015 to November 25, 2016 for homes in NJ, NY, PA, CT and DE.

**Submission Requirements:** Applicant(s) name(s) must be submitted on the enclosed *NOMINATION FORM*, signed by an officer or principal of the company, together with one hi-resolution photo of nominee on CD. Entry fee of \$40 is required per person designated.

### **LEASING EXCELLENCE CLUB**

**Judging Criteria:** Recognition will be given to salespeople who executed 20 or more rental units from December 1, 2015 to November 25, 2016 in NJ, NY, PA, CT and DE.

**Submission Requirements:** Applicant(s) name(s) must be submitted on the enclosed *NOMINATION FORM*, signed by an officer or principal of the company, together with one hi-resolution photo of nominee on CD. Entry fee of \$40 is required per person designated.

### **SALES CIRCLE OF HONOR**

**Judging Criteria:** Recognition will be given to salespeople who closed 10 or more homes/units from December 1, 2015 to November 25, 2016 for new homes built in NJ, NY, PA, CT and DE.

**Submission Requirements:** Applicant(s) name(s) must be submitted on the enclosed *NOMINATION FORM*, signed by an officer or principal of the company, together with one hi-resolution photo of nominee on CD. Entry fee of \$40 is required per person designated.

### **OPTIONS/UPGRADES SALES EXCLUSIVELY**

**Judging Criteria:** Recognition will be given to salespeople who exclusively sell options and upgrades totaling \$100,000 or more from December 1, 2015 to November 25, 2016 for new homes built in NJ, NY, PA, CT and DE.

**Submission Requirements:** Applicant(s) name(s) must be submitted on the enclosed *NOMINATION FORM* signed by an officer or principal of the company, together with one hi-resolution photo of nominee on CD. Entry of \$40 is required per person designated.

## **ENTRY INSTRUCTIONS**

**BUILDER CATEGORIES**—Eligible builder products and projects must be built and marketed in NJ, NY, PA, CT and or DE from December 1, 2016 to November 30, 2017 by a builder member in good standing of the Shore Builders Association of Central New Jersey. Entry Fee \$100, **use General Entry Form.**

**REMODELER CATEGORIES**—Eligible remodeler products or services must be provided and marketed in NJ, NY, PA, CT and/or DE from December 1, 2016 to November 30, 2017 by a remodeler member in good standing of the Shore Builders Association of Central New Jersey. Entry Fee \$100, **use General Entry Form**

**MILLION DOLLAR CLUB & SALES CIRCLE OF HONOR CLUB**—Eligible sales people whose dollar volume of executed agreements of sale between December 1, 2016 and November 30, 2017 exceeds \$1 million. Entry Fee \$40, **use Nomination Form.**

**LEASING EXCELLENCE CLUB**—Eligible sales people whose volume of executed lease agreements between December 1, 2016 and November 30, 2016 exceeds 20 Units. Entry Fee \$40, **use Nomination Form.**

**INDIVIDUAL ACHIEVEMENT AWARDS**—Rookie of the Year, Realtor of the Year, Broker of the Year, Salesperson of the Year, Sales Team of the Year, Sales Manager of the Year, Marketing Director of the Year, Property Manager of the Year, Leasing Agent of the Year. Entry Fee \$100, **use Individual Achievement Form.**

**ENTRIES**—A separate entry form must be submitted for each category entered. The entry form may be photocopied for multiple submissions. Each entry will qualify for one category only. Be sure to complete the entire entry form for each submission. See judging criteria and submission requirements in the “Call for Entries” brochure.

**ENTRY MATERIALS**—Please include all items required for submission. Incomplete submissions will be disqualified. Required: CDs or flash drive clearly labeled including category and number, company submitting, community and model entered. All visual objects contained in the photo must physically exist. All entry materials will become the property of the SBACNJ and will not be returned.

**JUDGING**—Each entry will be judged on its merits by a panel of qualified judges who are recognized for their expertise in homebuilding. Builders, Realtors, Architects, Merchandisers and Advertising Executives from outside our market area and without conflict of interest will participate as judges. Judges evaluate each entry on its own merits. In the event judges determine that an entry is not up to their standards for award recognition, no award will be presented in that category, even if only one entry is received. Conversely, if an entry is deemed award worthy, but does not fit a specific category, judges may elect to designate it as a FAME winner in a specialized category. In all instances, the decision of the judges is final. Quality photos on CD or flash drives are required for your FAME entries IN MANY CATEGORIES AS SPECIFIED. These CDs and/or flash drives will be used in the judging process and as part of the presentation at the FAME Awards Gala.

**PLEASE MAIL OR HAND DELIVER ENTRIES WITH PAYMENT TO:  
SBACNJ  
by DECEMBER 1, 2017**

**190 Oberlin Avenue, North, Lakewood, NJ 08701  
Phone: 732-364-2828—Fax: 732-905-2577**

# GENERAL ENTRY FORM

A SEPARATE FORM MUST BE SUBMITTED FOR EACH CATEGORY ENTERED.  
REPRODUCE THIS FORM FOR MULTIPLE SUBMISSIONS.  
ALL MATERIALS WILL BECOME THE PROPERTY OF SBACNJ AND WILL NOT BE RETURNED.

Category Entered: (Name & Number) \_\_\_\_\_

Company Submitting Entry: \_\_\_\_\_

Person Submitting Entry: \_\_\_\_\_

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

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

Name of Community: \_\_\_\_\_ Location: \_\_\_\_\_

Builder/Developer (Must be a member of SBACNJ): \_\_\_\_\_

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

Marketing Director: \_\_\_\_\_

Logo Designer: \_\_\_\_\_ Contact: \_\_\_\_\_

Brochure Designer: \_\_\_\_\_ Contact: \_\_\_\_\_

Website Designer: \_\_\_\_\_ Contact: \_\_\_\_\_

Ad Agency: \_\_\_\_\_ Contact: \_\_\_\_\_

Sales Center Designer: \_\_\_\_\_ Contact: \_\_\_\_\_

Interior Merchandiser: \_\_\_\_\_ Contact: \_\_\_\_\_

Landscape Designer: \_\_\_\_\_ Contact: \_\_\_\_\_

Signage Designer: \_\_\_\_\_ Contact: \_\_\_\_\_

Architect: \_\_\_\_\_ Contact: \_\_\_\_\_

Other (Please specify): \_\_\_\_\_ Contact: \_\_\_\_\_

Base Price of Model Entered: \_\_\_\_\_

Average Base Sale Price of Community: \_\_\_\_\_

(Determine average price by adding lowest and highest sales price of homes during eligibility period and divide by two)

Target Market: \_\_\_\_\_

Unit Square Footage: \_\_\_\_\_

Total Number of Units in Community: \_\_\_\_\_

**CHECKS MUST ACCOMPANY ALL ENTRY FORMS.  
MAKE CHECKS PAYABLE TO: SBACNJ  
DEADLINE: DECEMBER 1, 2017**

PLEASE INCLUDE ALL REQUIRED MATERIALS AND ENTRY FEE OF \$100 PER SUBMISSION TO:  
SHORE BUILDERS ASSOCIATION OF CENTRAL NEW JERSEY  
190 OBERLIN AVENUE NORTH, LAKEWOOD, NJ 08701  
PHONE: 732-364-2828 FAX 732-905-2577

## **NOMINATION F O R M**

Applicants' names must be submitted on this form, signed by an officer or principal of the company, together with one hi-resolution photo on CD or flash drive or via email (Christine@shorebuilders.org) Entry Fee of \$40 is required for each sales person listed.

Principal or Officer: \_\_\_\_\_ Title: \_\_\_\_\_  
Company: \_\_\_\_\_ Signature: \_\_\_\_\_  
Address: \_\_\_\_\_      VISA      MC      AMEX Exp. Date \_\_\_\_\_  
\_\_\_\_\_ Card Number: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Billing Address: \_\_\_\_\_

**REALTOR MILLION DOLLAR CLUB** - Awards will be presented to salespeople who execute agreement of sales totaling \$1 million or more between December 1, 2016 and November 30, 2017 for homes in NJ, NY, PA, CT and/or DE. Entry Fee \$40.

<u>NAME</u>	<u>DOLLAR VOLUME</u>
1 _____	_____
2 _____	_____

**LEASING EXCELLENCE CLUB** -Awards will be presented to salespeople who execute 20 or more rental agreements between December 1, 2016 and November 30, 2017 for rentals in NJ, NY, PA, CT and/or DE. Entry Fee \$40.

<u>NAME</u>	<u># of UNITS RENTED</u>
1 _____	_____
2 _____	_____

**SALES CIRCLE OF HONOR** - Awards will be presented to salespeople who execute agreement of sales totaling \$1 million or more between December 1, 2016 and November 30, 2017 . Entry Fee \$40.

<u>NAME</u>	<u># of UNITS CLOSED</u>
1 _____	_____
2 _____	_____

**OPTION/UPGRADES SALES**—Recognition Awards will be presented to salespeople who exclusively sell options and upgrades totaling \$100,000 or more between December 1, 2016 and November 30, 2017 for new homes built in NJ, NY, PA, CT and/or DE. Entry Fee \$40.

<u>NAME</u>	<u>DOLLAR VOLUME</u>
1 _____	_____
2 _____	_____

**CHECKS MUST ACCOMPANY ALL ENTRY FORMS.  
MAKE CHECKS PAYABLE TO: SBACNJ  
DEADLINE TO ENTER IS DECEMBER 1, 2017**

PLEASE INCLUDE ALL REQUIRED MATERIALS AND ENTRY FEE OF \$40 PER SUBMISSION TO:  
SHORE BUILDERS ASSOCIATION OF CENTRAL NEW JERSEY  
190 OBERLIN AVENUE NORTH, LAKEWOOD, NJ 08701  
PHONE: 732-364-2828 FAX 732-905-2577

**INDIVIDUAL ACHIEVEMENT AWARDS**  
**NOMINATION FORM**

(see category sheets for specific descriptions)

**Submission Requirements:** Complete this form along with a statement in 500 words or less, explaining how nominee qualifies by meeting judging criteria for the award indicated plus any pertinent additional comments. 5 x 7 hi-resolution photos of nominee on CD/Flash Drive or e-mail to Christine@shorebuilders.org. Entry Fee of \$100 is required.

- |   |   |
|---|---|
| <p><input type="checkbox"/> <b><u>GREEN BUILDER OF THE YEAR</u></b><br/>Builder Member</p> <p><input type="checkbox"/> <b><u>ROOKIE OF THE YEAR</u></b><br/>Builder Member</p> <p><input type="checkbox"/> <b><u>BROKER OF THE YEAR</u></b><br/>Builder Member</p> <p><input type="checkbox"/> <b><u>SALES TEAM OF THE YEAR</u></b><br/>Builder Member</p> <p><input type="checkbox"/> <b><u>SALES MANAGER OF THE YEAR</u></b><br/>Builder Member</p> <p><input type="checkbox"/> <b><u>MARKETING DIRECTOR OF THE YEAR</u></b><br/>Builder Member</p> <p><input type="checkbox"/> <b><u>DIRECTOR/CONSTRUCTION V.P. OF THE YEAR</u></b><br/>Builder Member</p> | <p><input type="checkbox"/> <b><u>PROPERTY MANAGER OF THE YEAR</u></b><br/>Builder Member</p> <p><input type="checkbox"/> <b><u>BROKER OF THE YEAR</u></b><br/>Builder Member</p> <p><input type="checkbox"/> <b><u>SALES PERSON OF THE YEAR</u></b><br/>Builder Member</p> <p><input type="checkbox"/> <b><u>SALES MANAGER OF THE YEAR</u></b><br/>Builder Member</p> <p><input type="checkbox"/> <b><u>MARKETING DIRECTOR OF THE YEAR</u></b><br/>Builder Member</p> <p><input type="checkbox"/> <b><u>PROJECT SUPERINTENDENT OF THE YEAR</u></b><br/>Builder Member</p> <p><input type="checkbox"/> <b><u>LEASING AGENT OF THE YEAR</u></b><br/>Builder Member</p> |
|---|---|

Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Principal or Officer: \_\_\_\_\_  
Principal or Officer Signature: \_\_\_\_\_  
Communities Sold, Marketed or Supervised by  
Nominee: \_\_\_\_\_  
Nominee's % of Volume Sold for Firm: \_\_\_\_\_  
Total Dollar Volume Sold by Firm: \_\_\_\_\_

**CHECKS MUST ACCOMPANY ALL ENTRY FORMS.**  
**MAKE CHECKS PAYABLE TO: SBACNJ**  
**PLEASE INCLUDE ALL REQUIRED MATERIALS AND ENTRY FEE OF \$100 PER**  
**SUBMISSION BY DECEMBER 1, 2017 TO:**  
SHORE BUILDERS ASSOCIATION OF CENTRAL NEW JERSEY  
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