

CHEERS TO MAME

The Westin Charlotte
April 12, 2018

2018 Category List

Individual Awards

1. Rookie Sales Professional of the Year
2. Sales Professional of the Year
3. Online Sales Consultant of the Year
4. Sales Manager of the Year
5. Marketing Professional of the Year
6. Builder Superintendent of the Year
7. Construction Manager of the Year
8. Warranty Professional of the Year
9. Closing Coordinator of the Year
10. Design Center Professional of the Year
11. Purchasing Manager of the Year
12. Lender of the Year
13. Shining Star Award
14. Leadership Award

Volume Based Awards

15. Sales Achievement

Top Units
Top Dollar
Amount

Sales Persons

Platinum - \$10,000,000 & up
Gold - \$5,000,000
Silver - \$2,000,000

Sales Managers

Platinum – \$15,000,000 & up
Gold - \$10,000,000
Silver - \$5,000,000

16. Superintendent Achievement

- 5-9 Homes or \$2M in Selling Prices – 8d Level
- 10-14 Homes or \$2.1M to \$3M in Selling Prices – 10d Level
- 15-19 Homes or \$3.1M to \$4M in Selling Prices – 12d Level
- 20-24 Homes or \$4.1M to \$5M in Selling Prices – 16d Level
- 25-35 Homes or \$5.1M to \$7M in Selling Prices – 20d Level
- 36+ Homes or \$7.1M or higher in Selling Prices – 30d Level

CHEERS TO MAME

The Westin Charlotte
April 12, 2018

Company Awards

The Best of...

17. Advertising Campaign
18. Billboard
19. Brochure
20. Community Amenity
21. Community Entrance (Developer)
22. Community Outreach
23. Community Signage
24. Custom Home
25. Design Center
26. Electronic Marketing
27. Interior Merchandising of a Model - Detached
28. Interior Merchandising of a Model - Attached
29. Landscape Design
30. Logo Design
31. New Home Publication
32. Outdoor Living Space
33. Print Ad
34. Product Design of a Detached Home
35. Product Design of an Attached Home
36. Sales Environment
37. Special Promotion - Public
38. Special Promotion - Realtor
39. Website
40. Law Firm of the Year
41. Developer of the Year
42. Community of the Year
43. Builder of the Year

Excellence in Remodeling Awards

44. General Renovation
45. Whole House Remodel