



UNMASKING THE BEST IN THE INDUSTRY  
M A M E 2 0 2 4



**2024 MAME Awards | Call for Entries**

Friday | May 3, 2024

2024 MAME Awards

Triangle Sales and Marketing Council

# Categories at a Glance

## Advertising and Promotions

1. Best Logo\*
  - (a) Company
  - (b) Community
2. Best Website
  - (a) Company\*
  - (b) Community\*
3. Best Brochure
  - (a) Company
  - (b) Community\*
  - (c) Master-Planned Community\*
4. Best Graphic Continuity\*
5. Best Print, Direct Mail or Newsletter to Consumer &/or General Brokerage Agent\*
6. Best Print Ad\*
  - (a) Company
  - (b) Community
7. Signage
  - (a) Best Signage\*
  - (b) Best Monument
8. Best Broadcast Commercial\*
9. Best Digital Video\*
  - (a) Company
  - (b) Community
10. Best Social Media Campaign\*
  - (a) Company
  - (b) Community
11. Best Digital Marketing Campaign\*
12. Best Virtual Sales Process/Experience\*
13. Best Use of Technology\*
  - (a) Company
  - (b) Community-Single Builder
  - (c) Master-Planned Community-Multiple Builders
14. Best Email Campaign/Web Banner/Rich Media Advertising\*
15. Best Overall Advertising Campaign\*
  - (a) Company
  - (b) Community
16. Best Special Promotion
  - (a) Consumer/General Public\*
  - (b) General Brokerage/Agents\*
  - (c) Within a Company
17. Best Lifestyle program for a Community\*
18. Best Professional Development Series\*

## Design and Merchandising

19. Best Model Merchandising
  - (a) Attached\*
  - (b) Detached\*
20. Best Product Design
  - (a) Attached\*
  - (b) Detached\*
21. Best Custom Home Design
22. Best Rendered Virtual Tour
  - (a) Community
  - (b) Home
  - (c) Amenity
23. Best Sales Office/Welcome Center
  - (a) Master-Planned Community-Multiple Builders\*
  - (b) Single Builder\*
24. Best Selection/Design Center\*
25. Best Community Recreation Facility\*
26. Best Landscape Design
  - (a) Model\*
  - (b) Community\*
27. Best Outdoor Living Space
  - (a) Custom Home
  - (b) Production Home
28. Best Land Plan
29. Best Innovative Home Feature
  - (a) Custom Home
  - (b) Production Home
30. Best Innovative Community Feature
  - (a) Community-Single Builder
  - (b) Master-Planned Community-Multiple Builders



# Categories at a Glance

## Achievement Awards

31. Rookie Sales Professional of the Year\*
32. Sales Professional of the Year\*
33. Sales Team of the Year\*
  - (a) Single Community
  - (b) Multiple Communities
34. Sales Manager of the Year\*
35. Internet Sales Counselor of the Year
  - (a) Rookie Internet Sales Counselor\*
  - (b) Internet Sales Counselor of the Year
  - (c) Internet Sales Team of the Year
  - (d) Internet Sales Manager of the Year
36. Marketing Professional of the Year
  - (a) Marketing Coordinator
  - (b) Marketing Manager/Director\*
37. Lifestyle Director of the Year\*
38. Mortgage Company of the Year
39. Leadership Award
40. Best Professional Industry Department
  - (a) Land
  - (b) Purchasing
  - (c) Customer Service
41. Shining Star
  - (a) Individual
  - (b) Team
42. Superintendent of the Year-Individual
  - (a) Level 1: 1-12 Homes Closed
  - (b) Level 2: 13-30 Homes Closed
  - (c) Level 3: 31-50 Homes Closed
  - (d) Level 4: 51+ Homes Closed
43. Superintendent of the Year-Team
  - (a) Level 1: 1-12 Homes Closed
  - (b) Level 2: 13-30 Homes Closed
  - (c) Level 3: 31-50 Homes Closed
  - (d) Level 4: 51+ Homes Closed
44. Building Company of the Year
  - (a) Level 1: 1-25 Homes Closed
  - (b) Level 2: 26-100 Homes Closed
  - (c) Level 3: 101-300 Homes Closed
  - (d) Level 4: 301-500 Homes Closed
  - (e) Level 5: 501-750 Homes Closed
  - (f) Level 6: 751+ Homes Closed
45. Development Company of the Year

## MAME Extras

- \*Million Dollar Circle New Home Sales
- \*Million Dollar Circle Top Producer
- \*Best of the Best - Overall Marketing
- \*Best of the Best - Overall Design,
- \*Merchandising, Community
- \*Best of the Best - Custom
- \*Charity Project\*

# Rules and Regulations

## **2024 MAME CALENDAR – IMPORTANT DATES**

December 15, 2023 - Call for Entries Goes Live  
January 9, 2024 - MAME Entry Portal Opens  
January 11, 2024 - MAME School - Virtual  
February 19, 2024 - Regular Entry Deadline (\$200 per entry)  
March 6, 2024 - Late and Final Entry Deadline (\$300 per entry)  
March 11, 2024 - Million Dollar Circle Deadline (\$125 per entry)  
March 11-March 21, 2024 - Online MAME Judging  
March 15, 2024 - Onsite MAME Judging  
March 21, 2024 - Final Million Dollar Circle Deadline (\$175 per entry)  
April 3, 2024 - MAME Commercials Due if part of Sponsorship  
May 3, 2024 - 2024 MAME Awards

## **2024 MAME Awards Rules and Regulations**

- A. TSMC Membership** The 2024 MAME Awards are based upon work completed during the time period between January 1, 2023 and December 31, 2023. For all entry categories, entrants from the company must be a TSMC Member of the Home Builders Association of Raleigh-Wake County or the Home Builders Association of Durham, Orange and Chatham Counties in good standing. There are a few categories where this is a noted exception.
- B. New Home Specifications** The home being entered in the 2024 MAME Awards:
- Is a new home (not a remodel or renovation) and has received a Certificate of Occupancy between Jan. 1, 2023 – March 6, 2024 (the late and final entry deadline).  
(A new home is builder owned and unoccupied home; in addition, the home must have never been occupied; and must not be a remodel or renovation.)
  - Has never won in the previous MAME Awards.
  - Is located within the boundaries of Durham, Orange, Chatham, Wake and adjoining counties.  
Special exceptions may apply if the entry is located in a subdivision that straddles the county line. Contact the TSMC for information.
  - It is understood that a furnished "model" is subject to the same rules and regulations that apply to other MAME entries.
- C. Advertising and Promotions Awards**
- Advertising/Promotion must have been completed and launched in 2023 calendar year by a TSMC member in good standing.
  - Advertising/Promotion cannot have previously won in any previous MAME Awards.
- D. Individual Achievement Awards**
- Entrants and their company must be a member in good standing of the TSMC during the time period listed above, except for Superintendent, Shining Star and Lifestyle Director. Otherwise, at least one member from that company must be a TSMC member.
  - An individual/company can enter the same category each year.



# Rules and Regulations

## E. Entry Materials

This MAME Call for Entries is your resource for all categories, and submission requirements regarding the MAME Awards.

- a. All entry materials and payment selection must be submitted with the online entry.
- b. The online entry system is located at: <https://tsmcmame.awardsplatform.com/> and will go live on January 9, 2024.
- c. All materials need to be submitted online by midnight on the day of the entry deadline; partial submissions cannot be accepted.
- d. Plan ahead:
  - i. The online system may move slower due to last minute entry volume.
  - ii. All images and PDFs must be under 4MB each. Reformat these ahead of time.
- e. Enter entries into their correct category. Requests to change the category of an entry after the last entry deadline may result in disqualification.
- f. Entry materials cannot be exchanged or modified after the final submission.
- g. Separate online entry forms and any applicable entry requirements (i.e. pictures, marketing statements, etc.) must be submitted for each category entered.
- h. Saving an entry DOES NOT qualify as submitting your entry for judging. Your entries are not complete and the entry price is not secured until you "Submit" that entry.
  - i. MAME School will be available on January 11, 2024.
  - j. One entry can be entered in multiple categories.

## F. Definitions

- a. Company – a building company, development company, sales and marketing company, advertising company or agency, interior designers, architects, lenders, etc.
- b. Community – Having less than 300 homes in overall plan.
- c. Master-Planned Community – With amenities, a mix of product and price ranges, and more than 300 homes in overall plan (may include commercial).
- d. Custom Builder – A Custom Home Builder is defined as one that builds homes, has the flexibility to allow for changes in floor plan design, will build on customer's land, and each home is unique.
- e. Production/Volume Builder - A Production Home Builder is defined by building on land they own, using their own floor plans (but usually offers a variety of plan choices and options), and allows for limited customization.
- f. New Home - A house and lot in a residentially zoned area or located on a residential zoned property and situated on a permanent foundation. (See new home specifications above.)

## G. Judging

- a. MAME Judges must live and work at least two counties outside of the Triangle and must be professionals in the home building and/or real estate industry.
- b. All entries are judged online, except for: Best Model Merchandising; Best Product Design; Best Sales Office/Welcome Center/Design Center; Best Land Plan; Best Landscape Design; and Best Community Recreation Facility.
- c. Distinguished experts selected for their expertise in the fields of sales management, new homes sales, interior merchandising, product design, marketing, building, and development from areas outside of the Triangle market can judge entries. Each entry will be judged on its own merits-only on the entry material submitted, and only as it relates to the judging criteria.

# Rules and Regulations

- d. Prices of the homes for judging purposes must be certified with honor. The certified price must reflect the normal pricing methods that the Builder uses when determining fair market value. The price of the home should include the price of the lot (The price of the lot is separated out for the judges only as a basis for comparison) and all amenities included in the final marketed sale price of the home.
- e. Fully furnished model homes, not for sale, will be listed and judged at the "as shown" price.
- f. For entries that require on-site judging, the home must be open and/or staffed from 9am until 6pm\* on the day of judging. (\*Note: in some cases all the homes may not be judged by 6:00pm. Homes must be left open until "Judged" slip is left on the kitchen counter.)
- g. If the home is locked, it will NOT be judged.
- h. No one may be in the home during judging except the driver and the judges. When the judges arrive, if the home is not vacated upon request, the home will not be judged.
- i. Judges, in consultation with the MAME Rules Committee, will have the right to change the category for an entry if it is felt the entry does not qualify in the category for which it was submitted. The Judges Sub-Committee may, at their discretion, create new categories as the need arises. The decision of the MAME Rules Committee is final.

## **H. Million Dollar Circle**

- a. This category recognizes New Home Sales excellence by awarding individuals that have CLOSED sales that are at least \$1,000,000 between January 1, 2023 and December 31, 2023.
- b. Teams should split evenly their new homes sales totals for the year.
- c. Totals/commissions from general brokerage sales cannot be counted in Million Dollar Circle.
- d. Only CLOSED new home sales will be counted towards the allowable total. Totals must be verified by a Sales Manager.
- e. Submitting a picture of the entrant is highly recommended, as it will be shown during the MAME Awards Banquet. It can be a selfie, funny, or a professional headshot.



# Advertising and Promotions

**Reminder that for each entry, you will need to submit one high resolution image for this entry in PNG or JPEG file format. This image will be displayed during award show if entry wins.**

**The image could either be a company logo or something related to the entry.**

**Max file size is 4 MB.**

## **1a - Best Logo Design for a Company**

## **1b - Best Logo Design for a Community**

Entry will be judged on Marketing Statement and provided materials. Logo must have been created in 2023. This category is judged online.

Include:

a) Marketing statement covering each item in judging criteria:

- Concept (250 words)
- Overall Design (150 words)
- Graphics (150 words)
- Readability (150 words)
- Execution (150 words)

b) Submit one color copy of logo – attached in JPEG or PDF file formats.

c) Submit up to two samples of usage or adaptation in materials (i.e. brochure, ad, signage, b&w version, etc.) – attached in JPEG or PDF file formats.

d) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

## **2a - Best Website for a Company**

## **2b - Best Website for a Community**

Entry will be judged on Marketing Statement and provided materials. Website must have been created or redesigned in 2023. This category is judged online.

Include:

a) Marketing statement covering:

- Concept and Content (250 words)
- Overall Design, Effectiveness (150 words)
- Use of Best Practices, and User Experience (150 words)
- Design Cost (150 words)

b) Provide website address.

c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

## **3a - Best Brochure for a Company**

## **3b - Best Brochure for a Community**

## **3c - Best Brochure for a Master-Planned Community**

Entry will be judged on Marketing Statement and provided materials. (print or digital) This category is judged online.

# Advertising and Promotions

## **Best Brochure Continued**

Include:

a) Marketing statement covering each item in judging criteria:

- Concept, Creativity and Copy, Layout, Overall Design and Readability (250 words)
- Target Market (250 words)
- Total Quantity Printed (applicable only to print)
- Total Costs (250 words)
- Results in the marketplace (150 words)

b) Submit one copy of piece including all inserts and attachments, if any.

c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

## **4 – Best Graphic Continuity**

Entry will be judged on Marketing Statement (graphics, concept, overall design, readability and execution) and provided materials. Piece must show a cohesive theme and have been created or used in 2023. This category is judged online.

Include:

a) Marketing statement covering each item in judging criteria:

- Concept - Creativity and Overall Design (250 words)
- Graphics (150 words)
- Readability (150 words)
- Execution (150 words)
- Target Market (250 words)
- Results in Marketplace (150 words)

b) Submit one to four images that represent entry in JPEG or PDF file format.

c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

## **5 - Best Print Direct Mail Piece or Newsletter to Consumer &/or General Brokerage Agent**

Entry will be judged on Marketing Statement and provided materials. Piece must have been created or used in 2023. This category is judged online.

Include:

a) Marketing statement covering each item in judging criteria:

- Concept, Creativity, Copy, Layout, Overall Design, Execution, and Continuity (250 words)
- Target Market (250 words)
- Total Quantity Printed
- Total Costs (250 words)
- Results in Marketplace (150 words)

b) Submit one to four images that represent entry in JPEG or PDF file format.

c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

## **6a - Best Print Ad for a Company**

## **6b - Best Print Ad for a Community**

Includes Newspaper, Magazine or Print Media that is any size & color, and for Best Print Ad for Community, it can include an ad that serves multiple communities.

Entry will be judged on Marketing Statement and provided materials. Ad must have been created or used in 2023. This category is judged online.



# Advertising and Promotions

## **Best Print Ad Continued**

Include:

- a) Marketing statement covering each item of the judging criteria:
  - Concept, Creativity, Copy, Layout, Overall Design, Execution and Continuity (250 words)
  - Target Market (250 words)
  - Results in Marketplace (150 words)
- b) Submit one copy of piece including all inserts and attached in JPG or PDF file format.
- c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

## **7a – Best Signage**

Includes on-site lot signs, offsite directional signs, mobile advertising or billboard signs.

## **7b – Best Monument**

Entry will be judged on Marketing Statement and provided materials. Includes entry monument signage. Must have been utilized, added, built or displayed in 2023. This category is judged online.

Include:

- a) Marketing statement covering each item in the judging criteria:
  - Concept and Creativity (250 words)
  - Basic Graphics and layout (150 words)
  - Execution (150 words)
  - Readability and Continuity (150 words)
- b) Submit up to four images that represent entry.
- c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

## **8 - Best Broadcast Commercial**

Entry will be judged on Marketing Statement and provided materials. Commercial can be television or radio and must have been created in or ran in 2023. This category is judged online.

Include:

- a) Marketing statement covering each item in judging criteria:
  - Concept, Originality (250 words)
  - Execution (150 words)
  - Target Market (250 words)
  - Cost of Production (250 words)
  - Results in Marketplace (150 words)
- b) Submit one file of commercial.
- c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

## **9a - Best Digital Video for a Company**

## **9b - Best Digital Video for a Community**

Entry will be judged on Marketing Statement and provided materials. Video must have been created in 2023. This category is judged online.

# Advertising and Promotions

## Best Digital Video Continued

Include:

a) Marketing statement covering each item in judging criteria:

- Concept and Originality (250 words)
- Target Market (250 words)
- Execution (150 words)
- Cost of Production (250 words)
- Results in Marketplace/Traffic Generated (150 words)

b) Submit one video file of the video. Or if the video is posted on YouTube, then please provide a link.

c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

### 10a - Best Social Media Campaign by a Company

### 10b - Best Social Media Campaign by a Community

Entry will be judged on Marketing Statement and provided materials. Must have been executed in 2023. This category is judged online.

Include:

a) Marketing statement covering each item in judging criteria:

- Concept/Overall Design (250 words)
- Execution (150 words)
- Creativity (150 words)
- Target Market (250 words)
- Results in Marketplace (may include ongoing analytics and campaign-focused metrics) (150 words)

b) Submit up to four (4) links of entry.

c) Submit up to six (6) images that represent entry.

d) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

## 11. Best Digital Marketing Campaign

Entry will be judged on Marketing Statement and provided materials. This category includes banners/rich media, eblasts, microsites, landing pages and online PR spanning across multiple channels. Minimum of two (2) channels. Must have been created in 2023. This category is judged online.

Include:

a) Marketing statement covering each item in judging criteria:

- Concept, Creativity and Overall Design (250 words)
- Execution (150 words)
- Target Market (250 words)
- Results in Marketplace (may include ongoing analytics and campaign-focused metrics) (150 words)

b) Submit up to four (4) links of entry.

c) Submit up to six (6) images that represent entry.

d) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.



# Advertising and Promotions

## **12. Best Virtual Sales Process/Experience**

Entry will be judged on Marketing Statement and provided materials. Process/Experience must have been created or revised in 2023. This category is judged online.

Include:

- a) Marketing statement covering each item in judging criteria:
  - Concept and Execution (250 words)
  - Target Market (250 words)
  - Major Objectives Overcome (150 words)
  - Unusual Constraints or Opportunities which the Project Presented (150 words)
  - Results in the Market Place (150 words)
- b) Submit up to four (4) Digital Images of the Sales Process
- c) Submit up to four (4) Digital images of ads or other marketing items, including any or all of the following: print advertising, direct mail, television and radio spots, billboards, etc.

## **13a – Best Use of Technology by a Company**

## **13b – Best Use of Technology by a Community - Single Builder**

## **13c – Best Use of Technology by a Master-Planned Community - Multiple Builders**

Awards may be presented for apps, virtual reality tours of an existing home and point of sale tools. Entry will be judged on level of realism, creativity, cinematic quality, use of sound (music, sound effects, narration) and use of special effects. Examples include: charging stations, interactive site maps, touch screen displays, Geofencing, etc. Must have been created in 2023. This category is judged online.

Include:

- a) Marketing statement must explain the specific challenge and how it was overcome; covering each item in judging criteria:
  - Concept and Overall Design (250 words)
  - Target Market (250 words)
  - Results in Marketplace (150 words)
- b) Submit up to three (3) files that represent entry.
- c) Submit one (1) high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

## **14 - Best Email Campaign/Web Banner/Rich Media Advertising**

Entry will be judged on Marketing Statement. Must span across one single channel and have been created during 2023. This category is judged online.

Include:

- a) Marketing statement covering each item in judging criteria:
  - Concept, Creativity and Overall Design (250 words)
  - Target Market (250 words)
  - Cost of Production (250 words)
  - Results in Marketplace (150 words)
- b) Submit up to three (3) images that represent entry.
- c) Submit one (1) high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

# Advertising and Promotions

## **15a - Best Overall Advertising Campaign for a Company**

## **15b - Best Overall Advertising Campaign for a Community**

Entry will be judged on Marketing Statement and provided materials. Includes all collateral and online platforms, print/electronic media and billboards. Campaign must have been sent during 2023. This category is judged online.

Include:

- a) Marketing statement covering each item in judging criteria:
  - Concept, Creativity and Design (250 words)
  - Target Market (250 words)
  - Cost of Production (250 words)
  - Results in Marketplace/Success of Materials Developed to Gain Product Interest (150 words)
- b) Submit up to six (6) images of ads or media files that represent the campaign, including any or all of the following: print advertising, direct mail, television and radio spots, billboards, etc.
- c) Submit one (1) high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

## **16a - Best Special Promotion: Grand Opening or Limited Campaign to the Consumer/General Public**

## **16b - Best Special Promotion to: Grand Opening or Limited Campaign to the General Brokerage/Agents**

## **16c - Best Special Promotion/Event Within a Company (examples include employee recognition programs, sales competitions, etc.)**

Entry will be judged on Marketing Statement and provided materials. Includes ads, print/electronic media and billboards, etc. This category is judged online. Promotion must have been done in 2023.

Include:

- a) Marketing statement covering each item in judging criteria (150 words max per bullet):
  - Concept (250 words)
  - Creativity and Design (150 words)
  - Target Market (250 words)
  - Cost of Production (250 words)
  - Results in Marketplace/Success of Materials Developed to Gain Product Interest (150 words)
- b) Submit up to six (6) images of promotion – photos of events attached.
- c) Submit up to six (6) images of ads that represent the campaign. May include any or all of the following: print advertising, direct mail, television and radio spots, billboards, etc.
- d) Submit one (1) high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

## **17 – Best Lifestyle Program for a Community**

Entry will be judged on Marketing Statement and provided materials. Must have been created in 2023. This category is judged online.

Include:

- a) Marketing statement covering each item in judging criteria:
  - Concept, Creativity, Design and Execution (250 words)
  - Target Market (250 words)
  - Success of the Programs Related to the Community (150 words)
- b) Submit up to four (4) digital images of images of program (photos of events are suggested)
- c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.



# Advertising and Promotions

## **18 – Best Professional Development Series**

Entry will be judged on Marketing Statement and provided materials. Must have been created in 2023. This category is judged online.

Include:

- a) Marketing statement covering each item in judging criteria:
  - Concept, Creativity, Design and Execution (250 words)
  - Success of Programs Related to the Target Market (150 words)
  - Target Market (250 words)
- b) Submit up to four (4) digital images of images of program
- d) Submit one high resolution image for this entry. This image will be displayed during the award show if entry wins. The image could either be a company logo or something related to the entry.

# Design and Merchandising

## **For Categories 19, 20, & 21:**

After the call for entries closes, the MAME committee will create price categories so as to group similar size and priced homes together into fair categories.

### **19a - Best Model Merchandising for an Attached Home**

### **19b - Best Model Merchandising for a Detached Home**

Entry will be judged by site-visit. House must have been completed and merchandised in 2023. See rules for New Home specifications.

Include:

a) Marketing statement covering each item in judging criteria:

- Concept/Creativity (250 words)
- Impact of Furniture and Accessories for Target Market (150 words)
- Ease of Traffic Flow/Movement (150 words)
- Target Market (250 words)
- Sales Success (150 words)
- Budget/Cost per Square Foot (250 words)

b) Floor plan

c) Submit one high resolution image of the front elevation for this entry. This image will be displayed during award show if entry wins.

In addition, submit answers to the following:

- Community Name
- Model Name
- Street Address (including City)
- Sales Price
- Community Price Range
- Date Site "Model" Opened
- Heated Square Footage
- Merchandiser
- Detailed Directions to Site from Nearest Highway if not listed on Google Maps
- Provide GPS coordinates for judging if not on Google Maps

### **20a - Best Product Design for an Attached Home**

### **20b - Best Product Design for a Detached Home**

Entry will be judged by site visit on overall exterior and interior architecture, design appeal in addition to the Marketing Statement. House must have been completed in 2023.

Include:

a) Marketing statement covering each item in judging criteria:

- Layout Concept and Innovative use of Interior Space (250 words)
- Functionality/Creative Use of Space (150 words)
- Integration of the Plan as it Relates to the Target Market (250 words)
- Results in the Marketplace and Sales Success (150 words)
- Overall Craftsmanship (150 words)
- Target Market (250 words)

b) Floor plan

c) Submit one high resolution image of the front elevation for this entry. This image will be displayed during award show if entry wins.



# Design and Merchandising

## Best Product Design Continued

In addition, submit answers to the following:

- Community Name
- Model Name
- Street Address including City
- Sales Price
- Community Sales Price, Base Price of Entry, Listing Price of Entry
- Heated Square Footage
- Detailed Directions to Site from Nearest Highway if not listed on Google Maps
- Provide GPS coordinates for judging if not listed on Google Maps

## 21 – Best Custom Home Design

**Entry will be judged online & home can be occupied.** House must have been completed in 2023.

Include:

a) Marketing statement covering each item in judging criteria:

- Layout Concept and Innovative use of Interior Space (250 words)
- Creative use of Space (150 words)
- Integration of the Plan as it Relates to the Target Market (150 words)
- Results in the Marketplace and Sales Success (150 words)
- Overall Craftsmanship (150 words)
- Target Market (250 words)

b) Floor plan

c) Submit up to ten (10) digital color photos of the home (both interior and exterior). Consider the judging criteria when submitting photos.

d) Submit one high resolution image of the front elevation for this entry. This image will be displayed during award show if entry wins.

In addition, submit answers to the following:

- Community Name
- Sales Price
- Community Sales Price, Base Price of Entry
- Heated Square Footage

## 22a – Best Rendered Virtual Tour of a Community

## 22b – Best Rendered Virtual Tour of a Home

## 22c – Best Rendered Virtual Tour of an Amenity

Entry will be judged online. Entry is not a virtual staged tour of an existing home. Entry is a rendered tour of a non-existent community, home &/or amenity and is used for conceptual sales. Entry will be judged on Marketing Statement and provided materials.

Include:

a) Marketing statement covering each item in judging criteria:

- Concept and Originality (250 words)
- Target Market (250 words)
- Cost of Production (250 words)
- Functionality/User Experience (250 words)
- Results in the Marketplace and Sales Success (150 words)

a) Submit one video file of the video. If the video is posted on YouTube or streaming platform, then provide a link.

b) Submit one high resolution image for this entry. This image will be displayed during the awards show if entry wins. The image can be something related to the entry or a company logo.

# Design and Merchandising

## **23a - Best Sales Office/Welcome Center for a Master-Planned Neighborhood – Multiple Builders**

### **23b - Best Sales Office/Welcome Center for a Single Builder**

Entry judged by a site visit. Entry will be judged on theme, function, display concept, creativity and design used in the office. Center must not have already won in the past and have been completed or have undergone a significant\* renovation in 2023.

\* Significant means at least 50% or more. Materials, such as before and after renovation plans, photos etc. can be requested to prove and support the renovation.

Include:

- a) Marketing statement covering each item in judging criteria:
  - Layout, Concept, Use of Interior Space (250 words)
  - Functionality (250 words)
  - Target Market (250 words)
  - Budget, including costs per square foot (250 words)
  - Use of Merchandising to Reach Target Market (250 words)
- b) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins.

In addition, submit answers to the following:

- Physical address
- Square Feet total
- Add Detailed Driving Directions to this Sales Office if not listed on Google Maps
- Provide GPS coordinates for judging if not listed on Google Maps

## **24- Best Selection/Design Center**

Entry will be judged by a site visit. Entry will be judged on theme, function, display concept, creativity and design used in the space, as well as quality of product presentation, continuity within the space and continuity with the builders' branding. Center must not have already won in the past and have been completed or have undergone a significant\* renovation in 2023.

\* Significant means at least 50% or more. Materials, such as before and after renovation plans, photos etc. can be requested to prove and support the renovation.

Include:

- a) Marketing statement covering each item in judging criteria:
  - Layout, Concept, Innovative Use of Space (250 words)
  - Functionality and User Experience (250 words)
  - Target Market (250 words)
  - Budget, including costs per square foot (250 words)
  - Use of Merchandising to Reach Target Market (250 words)
- b) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins.

In addition, submit answers to the following:

- Physical address
- Square Feet total
- Add Detailed Driving Directions to this Sales Office if not listed on Google Maps
- Provide GPS coordinates for judging if not listed on Google Maps



# Design and Merchandising

## **25 - Best Community Recreation Facility, Private or Public**

Entry will be judged by a site-visit. Entry will be judged on theme, function, creativity, and design used. Facility must have been completed or had a significant\* renovation in 2023.

\* Significant means at least 50% or more. Materials, such as before and after renovation plans, photos etc. can be requested to prove and support the renovation.

Include:

a) Marketing statement covering each item in judging criteria:

- Concept (250 words)
- Ease of Traffic Flow (150 words)
- Design Features (150 words)
- Target Market (250 words)
- Use of Merchandising (250 words)
- Functionality/User Experience (250 words)

b) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins.

In addition, submit answers to the following:

- Community Name
- Street Address including City
- Add Detailed Driving Directions to this Sales Office
- Provide GPS Coordinates for Judging if not listed on Google Maps

## **26a - Best Landscape Design for a Model**

## **26b - Best Landscape Design for a Community**

Entry will be judged by a site-visit. Entry will be judged on landscape effectiveness, impact and function in enhancing the product. Landscaping includes ground cover, hardscape, and softscape.

Examples include: community garden, play lawn, open greenspace. Community must have been actively selling and design must have been completed in 2023.

Include:

a) Marketing statement covering each item in judging criteria:

- Concept (250 words)
- Landscape Effectiveness and Function (250 words)
- Creativity and Use of Existing Elements (250 words)
- Impact of Features, Enhancements, and/or Elements in Design (250 words)

b) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins.

In addition, submit answers to the following:

- Community Name
- Street Address including City
- Add Detailed Driving Directions to this Sales Office
- Provide GPS coordinates for judging if not listed on Google Maps

# Design and Merchandising

## **27a - Best Outdoor Living Space – Custom Home Builder**

## **27b - Best Outdoor Living Space – Production Builder**

Entry will be judged online. Entry will be judged on concept, creativity, impact of furniture and accessories. House can be closed. House must have been completed in 2023.

Include:

a) Marketing statement covering each item in judging criteria:

- Concept (250 words)
- Creativity and Use of Existing Elements (250 words)
- Impact of Furniture/Accessories (150 words)
- Use of Material (250 words)
- Target Market (250 words)
- Overall Design or Overall Craftmanship (150 words)
- Results in the Marketplace (150 words)

b) Sales Price

c) Submit a plan of the outdoor space.

d) Submit up to six (6) digital color photos. Consider the judging criteria when taking photos.

e) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

In addition, submit answers to the following:

- Physical address
- Cost of outdoor space
- Outdoor living space square footage

## **28 - Best Land Plan**

Entry will be judged by a site-visit. Entry will be judged on design appeal, function, and creative integration of plan design with site considerations. Community must have been actively selling or have significant\* additions such as new plan, design, phases, etc. in 2023.

\* Significant means at least 50% or more. Materials, such as before and after renovation plans, photos etc. can be requested to prove and support the additions.

Include:

a) Marketing statement covering each item in judging criteria:

- Concept and Functionality (250 words)
- Creative Integration of Plan Design (250 words)
- Total & Units/Density (150 words)
- Results in Marketplace (150 words)

b) Submit a site plan.

c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

In addition, submit answers to the following:

- Community Name
- Street Address (including City)
- Add Detailed Driving Directions to this Community
- Provide GPS coordinates for judging if not listed on Google Maps



# Design and Merchandising

## **29a - Best Innovative Feature for a Custom Home**

## **29b - Best Innovative Feature for a Production Home**

This category will be judged online. Entry will be judged on Marketing Statement and provided materials. House must have been completed in 2023.

Include:

a) Marketing statement covering each item in judging criteria:

- Concept, Creativity (250 words)
- Overall Exterior and Interior Architecture (250 words)
- Target Market (250 words)
- Materials Used and Design (250 words)
- Function and Use of Space with Considerations to the Homesite (250 words)

b) Submit a floor plan showing the location of the innovative feature

c) Submit physical address and heated square footage

d) Submit up to ten (10) digital color photos of the home, including the innovative feature

e) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

## **30a - Best Innovative Feature for a Community-Single Builder**

## **30b - Best Innovative Feature for a Master-Planned Community-Multiple Builders**

This category is judged online. Feature must have been completed in 2023.

Entry will be judged on Marketing Statement and provided materials

Include:

a) Marketing statement covering each item in judging criteria:

- Concept, Creativity, Overall Design (250 words)
- Materials Used (250 words)
- Overall Craftsmanship (150 words)
- Target Market (250 words)
- Results in the Marketplace (150 words)

b) Submit up to ten (10) color photos.

c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

# Achievement Awards

**For the Achievement Statement in these sections, each bullet will have a text box below it, with 150 words max for each bullet. Entry can be written in either first or third person. Entrant's name can be mentioned and used. Winners from previous year may enter again using updated criteria.**

## **31 - Rookie Sales Professional of the Year**

Entrant must be a TSMC member and have completed their first full calendar year of new home sales.

## **32 - Sales Professional of the Year**

Entrant must be a TSMC member. Award will be based on accomplishments from the previous year (2023).

## **33a - Sales Team of the Year Single Community**

## **33b - Sales Team of the Year Multiple Communities**

Entrants must be TSMC members. The team must work at the same communities for at least six months. Award will be based on accomplishments from the previous year (2023). Categories 32-34 will be judged online.

Entry Requirements for Categories 32-34:

a) Complete Achievement Statement that addresses the following topics (150 words max per bullet):

- Unusual obstacles with sales if applicable (product, location, price, floor plans etc.):
- Customer Service
- Success Achieved in Selling New Homes
- Prospecting Techniques and Broker Relations
- Sales Philosophy
- Closing Techniques
- Prospect and Buyer Follow-up
- Innovative Ideas Used in Selling New Homes
- Describe any additional related accomplishments, or items of merit you wish the judges to be made aware

a) Submit answers to the following:

- Community
- Start-up Date
- Agent(s) Start Date at Community
- Target Market
- Number of Sales Co-Brokered
- Number of Homes Sold in 2023
- Number of Homes Closed in 2023
- Average Sales Price
- Average Traffic per Month
- Conversion Ratio (ex – 1:10)

c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

d) HBA Company Involvement Section

- Committee Involvement (HBA and TSMC)
- Ongoing or Educational Designations Earned HBA/TSMC Related
- NSMC, NCHBA, and/or NAHB Involvement
- TSMC Attendance and Meetings and Events
- HBA and TSMC related Community Service Involvement
- Other non-HBA related Community Service Involvement



# Achievement Awards

## **34 - Sales Manager of the Year**

Entrant must be a TSMC member. Candidate must be a full-time sales manager who is responsible for maintenance and performance of a sales staff and the administration of all sales management duties.

Entrants must be in good standing with the TSMC. Entrant's sale history pertains to new home sales CLOSED from January 1, 2023 to December 31, 2023. Award will be based on accomplishments from the year 2023. This category is judged online.

Entry Requirements:

- a) Complete Achievement Statement that addresses the following topics (150 words max per bullet):
  - Unusual obstacles or challenges with customers or sales team
  - Recruiting and sales team training
  - Sales Management Abilities
  - REALTOR relations
  - Customer service
  - Motivation and management techniques
  - Describe any additional related accomplishments, or items of merit you wish the judges to be made aware.
- b) Submit answers to the following:
  - Community(ies) Managed
  - Number of Homes CLOSED between January 1, 2023 through December 31, 2023
  - Dollar Volume CLOSED between January 1, 2023 through December 31, 2023
- c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.
- d) HBA Company Involvement Section
  - Committee Involvement (HBA and TSMC)
  - Ongoing or Educational Designations Earned HBA/TSMC Related
  - NSMC, NCHBA, and/or NAHB Involvement
  - TSMC Attendance and Meetings and Events
  - HBA and TSMC related Community Service Involvement
  - Other non-HBA related Community Service Involvement

## **35a - Rookie Internet Sales Counselor of the Year**

## **35b - Internet Sales Counselor of the Year**

## **35c - Internet Sales Team of the Year**

## **35d - Internet Sales Manager of the Year**

Entrant must be a TSMC member. For Rookie, entrant must be a TSMC member and have completed their first six months of new home internet sales.

Award will be based on accomplishments from the previous year and entrant must have been actively involved in marketing and/or selling New Homes during the past calendar year. Candidate must be a marketing or sales professional whose income is from new homes only. This category is judged online.

Entry Requirements:

- a) Complete Achievement Statement that addresses the following topics (150 words max per bullet):
  - Goals and Achievements as it relates to specific job description/responsibilities
  - Results and Obstacles Overcome
  - Innovative Ideas Used in Selling/Marketing for New Homes
  - Candidate's role, major responsibilities and achievements of the past year

# Achievement Awards

## Sales Counselor of the Year Continued

- Between January 1, 2023 and December 31, 2023 define total number of leads/prospects managed, total number of appointments set between leads/prospects and onsite sales, total number of appointments kept & total number of assisted sales. (250 words)
  - Describe any additional related accomplishments, or items of merit you wish the judges to be made aware.
- b) Submit answers to the following:
- Brief Job Description (250 words)
  - Number of Communities Overseen via Internet in 2023
  - Number of Homes CLOSED between January 1, 2023 through December 31, 2023
  - Dollar Volume CLOSED between January 1, 2023 through December 31, 2023
- c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.
- d) HBA Company Involvement Section
- Committee Involvement (HBA and TSMC)
  - Ongoing or Educational Designations Earned HBA/TSMC Related
  - NSMC, NCHBA, and/or NAHB Involvement
  - TSMC Attendance and Meetings and Events
  - HBA and TSMC Related Community Service Involvement
  - Other non-HBA Related Community Service Involvement

## 36a - Marketing Coordinator of the Year

## 36b - Marketing Manager/Director of the Year

Entrant must be a TSMC member and must have been actively involved in marketing New Homes during the past calendar year. Candidate must be a marketing professional whose income is from New Home marketing only. This category is judged online.

### Entry Requirements:

- a) Complete Achievement Statement that addresses the following topics (150 words max per bullet):
- Goals and Achievements (can include market research, product development, advertising, etc. as it relates to specific job description/responsibilities)
  - Results in the Market Place and Obstacles Overcome
  - Innovative Ideas Used in Marketing for New Homes
  - Contribution to Company's Growth
  - Describe any additional related accomplishments, or items of merit you wish the judges to be made aware.
- b) Submit answers to the following:
- Brief Job Description (250 words)
  - Marketing Budget
  - Number of Communities Marketed in 2023
  - Number of Homes CLOSED between January 1, 2023 through December 31, 2023
  - Dollar Volume CLOSED between January 1, 2023 through December 31, 2023
- c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.
- d) HBA Company Involvement Section
- Committee Involvement (HBA and TSMC)
  - Ongoing or Educational Designations Earned HBA/TSMC Related
  - NSMC, NCHBA, and/or NAHB Involvement
  - TSMC Attendance and Meetings and Events
  - HBA and TSMC related Community Service Involvement
  - Other non-HBA related Community Service Involvement



# Achievement Awards

## **37 – Lifestyle Director of the Year**

Entrant does not have to be a TSMC member but has to be employed by a member of the HBA of Raleigh-Wake County or HBA of DOC. Entrant must have been actively involved in working for home builders/developers in the New Homes industry during the past calendar year. This category is judged online.

### Entry Requirements:

- a) Complete Achievement Statement that addresses the following topics (150 words max per bullet):
  - Add a Brief Job Description of your Responsibilities (250 words)
  - Events/Programs Planned
  - Your Role as a Community Liaison
  - Goals and Achievements
  - Innovations or Items of Merit
  - Results in the Market Place and Obstacles Overcome
- b) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

## **38 - Mortgage Company of the Year**

Company must be a member of the HBA of Raleigh-Wake County or HBA of DOC and must have been actively involved in new homes mortgages during the past calendar year. Must only include data from new home mortgages only. Only construction or permanent loans on products located in Wake, Durham, Orange or Chatham counties and built by a builder member in good standing of the HBAs are accepted. This category is judged online.

### Entry Requirements:

- a) Complete Achievement Statement that addresses the following topics (150 words max per bullet):
  - Prospecting for Business Techniques
  - Buyer or Consumer Follow-up
  - Contribution to Company's Growth
  - Contribution to the Real Estate Industry
  - Candidate's role, major responsibilities and achievements of the past year.
  - Market research
  - Unusual challenges
  - Describe any additional related accomplishments, or items of merit you wish the judges to be made aware.
- b) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.
- c) Submit answers to the following:
  - Number of Homes CLOSED between January 1, 2023 through December 31, 2023
  - Dollar Volume CLOSED between January 1, 2023 through December 31, 2023
- d) HBA Company Involvement Section
  - Staff Committee Involvement (HBA and TSMC)
  - NSMC, NCHBA, and/or NAHB Involvement
  - TSMC Attendance and Meetings and Events
  - Number of Staff on Your Team vs Number of Staff Actively Involved within the TSMC
  - HBA and TSMC related Community Service Involvement
  - Other non-HBA related Community Service Involvement

# Achievement Awards

## **39 - Leadership Award**

This award recognizes the Builder Division/VP/Company President who has displayed exemplary leadership to their company in 2023 and has encouraged HBA involvement.

This category is judged online.

Entry Requirements:

- a) Achievement Statement that addresses (500 words max) why this person deserves to be recognized. Include their HBA involvement/encouragement of the HBA throughout their company.
- b) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

## **40a - Best Professional Industry Department - Land**

## **40b - Best Professional Industry Department - Purchasing**

## **40c - Best Professional Industry Department - Customer Service**

This award recognizes the purchasing, land, and customer service person who has displayed exemplary service to your organization in 2023. The company nominating this individual must be a member in good standing of the HBARWC and/or the HBADOC as well as TSMC. This category is judged online.

Entry Requirements:

- a) Achievement Statement that addresses (500 words max) why this person deserves to be recognized. Include their HBA involvement/encouragement of the HBA throughout their company.
- b) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

## **41a - Shining Star Award - Individual**

## **41b - Shining Star Award - Team**

This award recognizes the “back office” employee(s) who has displayed exemplary service to your organization in 2023. The company nominating this individual must be a member in good standing of the HBARWC and/or the HBADOC as well as TSMC. This category is judged online.

Entry Requirements:

- a) Achievement Statement that addresses (500 words max) why this person deserves to be recognized.
- b) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.

## **42a - Individual Superintendent of the Year Level 1 – Volume 1-12 Total Homes Closed**

## **42b - Individual Superintendent of the Year Level 2 – Volume 13-30 Total Homes Closed**

## **42c - Individual Superintendent of the Year Level 3 – Volume 31-50 Total Homes Closed**

## **42d - Individual Superintendent of the Year Level 4 – Volume 51+ Total Homes Closed**

The company nominating this individual must be a member in good standing of the HBARWC and/or the HBADOC as well as TSMC. This award will be presented to the superintendents that have made the most significant contributions to the real estate development industry during 2023.

Awards will be based on accomplishments from the previous year. Categories are broken out by total homes that individual has closed in 2023. This category is judged online.

Entry Requirements:

- a) Achievement Statement that addresses (250 words max) why this person deserves to be recognized. List the number of homes the superintendent personally closed between January 1, 2023 and December 31, 2023



# Achievement Awards

## Individual Superintendent of the Year Continued

- b) Submit up to five (5) color photos of product.
- c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.
- d) Submit answers to the following:
  - Square Foot Range of Homes Built
  - Price Range of Homes Built
  - Number of Years in the Home Building Industry
  - Number of Years in the Current Role

### **43a - Superintendent Team of the Year Level 1 – Volume 1-12 Total Homes Closed**

### **43b - Superintendent Team of the Year Level 2 – Volume 13-30 Total Homes Closed**

### **43c - Superintendent Team of the Year Level 3 – Volume 31-50 Total Homes Closed**

### **43d - Superintendent Team of the Year Level 4 – Volume 51+ Total Homes Closed**

The company nominating this team must be a member in good standing of the HBARWC and/or the HBADOC as well as TSMC. This award will be presented to teams of superintendents that have made the most significant contributions to the real estate development industry during 2023.

Awards will be based on accomplishments from 2023. Categories are broken out by total homes that individual has closed in 2023. This category is judged online.

#### Entry Requirements:

- a) Achievement Statement that addresses (250 words max) why this team deserves to be recognized.
- b) Submit up to five (5) color photos of product.
- c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.
- d) List the number of homes the Team closed between January 1, 2023 and December 31, 2023
- e) Submit answers to the following:
  - Square Foot Range of Homes Built
  - Price Range of Homes Built
  - Number of Years in the Home Building Industry
  - Number of Years in the Current Role

### **44a - Building Company of the Year Level 1 – Volume 1-25 Total Homes Closed in the Triangle**

### **44b - Building Company of the Year Level 2 – Volume 26-100 Total Homes Closed in the Triangle**

### **44c - Building Company of the Year Level 3 – Volume 101-300 Total Homes Closed in the Triangle**

### **44d - Building Company of the Year Level 4 – Volume 301-500 Total Homes Closed in the Triangle**

### **44e - Building Company of the Year Level 5 – Volume 501-750 Total Homes Closed in the Triangle**

### **44f – Building Company of the Year Level 6 – Volume 751+ Total Homes Closed in the Triangle**

Company must be members in good standing of the HBARWC and/or the HBADOC as well as TSMC.

This award will be presented to the building companies that have made the most significant contributions to the real estate development industry during 2023.

Awards will be based on accomplishments from 2023.

This category is judged online.

# Achievement Awards

## **Building Company of the Year Continued**

### Entry Requirements:

- a) Achievement Statement covering each item in judging criteria (150 words max per bullet):
  - Company Involvement in the Home Building Industry
  - Product Development
  - Land Planning
  - Advertising
  - Merchandising
  - General Broker Relations
  - Sales and Marketing Team Relations
  - Buyer Relations
  - Company Philosophy
- b) Submit up to six (6) color photos of product, company, employees, etc.
- c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.
- d) List the number of homes completed and number of homes sold and closed between January 1, 2023 and December 31, 2023
- e) Submit answers to the following:
  - Number of Homes Sold in 2023
  - Number of Homes Closed in 2023
  - Number of Homes Built in 2023
- f) HBA Company Involvement Section
  - Committee Involvement (HBA and TSMC)
  - Ongoing or Educational Designations Earned HBA/TSMC Related
  - NSMC, NCHBA, and/or NAHB Involvement
  - TSMC Attendance and Meetings and Events
  - HBA and TSMC related Community Service Involvement
  - Other non-HBA related Community Service Involvement

## **45 - Development Company of the Year**

Company must be member in good standing of the HBARWC and/or the HBADOC as well as TSMC. This award will be presented to the development company that has made the most significant contributions to the real estate development industry during the past calendar year. Award will be based on accomplishments from the previous year. This category is judged online.

After the call for entries closes, the MAME committee will create size categories so as to group similar size developers together into fair categories.

### Entry Requirements:

- a) Achievement Statement covering each item in judging criteria (150 words max per bullet):
  - Involvement in the Home Building Industry
  - Land Planning
  - Company Philosophy
  - Lot Delivery Strategy
- b) Submit up to six (6) photos of community(ies), entrant(s), etc.
- c) Submit one high resolution image for this entry. This image will be displayed during award show if entry wins. The image could either be a company logo or something related to the entry.





# Achievement Awards

## **Development Company of the Year Continued**

d) Submit answers to the following:

- Number of Years in the Triangle
- Number of Years in the Home Building Industry
- Company Develops in the Following Counties: Durham, Chatham, Orange, Wake and adjoining counties
- Percent of Market Share in Given Price Range
- Number of Lots Developed
- Number of Communities Developed/Active

e) HBA Company Involvement Section

- Committee Involvement (HBA and TSMC)
- Ongoing or Educational Designations Earned
- NSMC, NCHBA, and/or NAHB Involvement
- TSMC Attendance and Meetings and Events
- HBA and TSMC related Community Service Involvement
- Other non-HBA related Community Service Involvement



# MAME Extras

## **Best of the Best: Overall Marketing**

Judging is based on the excellence of the top entries in at least six (6) of the following categories:

- Best Logo Design
- Best Website
- Best Brochure
- Best Graphic Continuity
- Best Print, Direct Mail, or Newsletter
- Best Print Ad
- Best Signage
- Best Broadcast Commercial
- Best Digital Video
- Best Social Media Campaign
- Best Digital Marketing Campaign
- Best Virtual Sales Process/Experience
- Best Use of Technology
- Best Email Campaign/Web Banner/Rich Media Advertising
- Best Overall Advertising Campaign
- Best Special Promotion

Entry Requirements: No formal submission or entry fee required.

## **Best of the Best: Overall Design, Merchandising, and Community**

Judging is based on the excellence of the top entries in at least four (4) of the following categories:

- Best Model Merchandising
- Best Rendered Virtual Tour
- Best Product Design
- Best Sales Office/Welcome Center
- Best Selection/Design Center
- Best Landscape Design
- Best Land Plan
- Best Community Recreation Facility
- Best Innovative Feature for a Production Home
- Best Innovative Feature for a Master-Planned Community-Multiple Builders

Entry Requirements: No formal submission or entry fee required.

## **Best of the Best: Custom**

Judging is based on the excellence of the top entries in at least two (2) of the following categories:

- Best Outdoor Living Space
- Best Innovative Feature
- Best Custom Home Design

Entry Requirements: No formal submission or entry fee required.

## **Charity Project**

All companies participating in charity projects will be recognized. These projects will be given special recognition during the evening, but will not be judged. Enter this category online.

**NO ENTRY FEE REQUIRED**

Entry Requirements:

- a) Submit up to four (4) HIGH RESOLUTION photos of the project. These will be printed on a poster this year and displayed.
- b) Complete a project Overview statement (200 words or less) description of the project.



# MAME Extras

## **Million Dollar Circle**

Note: Online entry for Million Dollar Circle is separate entry from the MAME Call for Entries.

Entrant must be an individual active TSMC Member with an annual closed new home sales total of \$1 Million or more and employed as an onsite sales professional to be eligible for MDC recognition.

All Million Dollar Circle inductees will be listed in the MAME Awards Program and in the Awards Presentation.

Only sale of New Homes located in Wake, Durham, Orange, or Chatham Counties, or any other adjoining counties and built by a member in good standing of the TSMC will be considered.

## **A Top Producer will be awarded from each of the following:**

### **New Homes Sales Million Dollar Circle**

The Top Producer is the overall leader in all CLOSED sales for 2023. Entrant must be an individual active TSMC member and employed as an onsite sales professional in order to be eligible for MDC recognition. Any sale where a contract/agreement of sale(s) was CLOSED from January 1, 2023 to December 31, 2023 is eligible.

### **Mega Team New Home Sales Million Dollar Circle**

Includes general brokerage agents using new home sales totals (listing and selling combined).

Any sale of a new home where a contract/agreement of sale was CLOSED during the period of January 1, 2023 to December 31, 2023 is eligible.

If the agent lists and sells the same property, the dollar volume and units sold can only be counted once.

All individual entry forms must be validated by the employer or supervisor and include documented results of individual achievement that lists homes sold, name of Builder and sales price.

Entrant must be a member in good standing with either of the Boards of Realtors in Durham, Chatham, Orange or Wake Counties. The awards will be based on total dollar volume of new homes closed on the "Listing" and "Selling" sides of the transaction. Volume does not include lot sales.

## **Entry Requirements:**

- a) Complete entry forms by Sales Manager or verified by Sales Manager for entrant's total new homes closed in 2023.
- b) Submit a photo to be used during the Awards show if entry wins.

