



Sales Awards

Overview

The Sales Awards honour seven (7) categories of member companies or individuals who promote and share information and education, and ultimately sales of housing products throughout the region.

- Best Sales and Information Centre
- Best Design Centre / Show Room
- Sales Volume – Area Sales Manager
- Sales Volume – Real Estate License Holders
- Rookie of the Year (Single / Multi-Family)
- Salesperson / Team of the Year (Single Family)
- Salesperson / Team of the Year (Multi-Family)

Guidelines

Sales & Information Center

- If you entered your sales centre last year, you cannot enter it again this year if it's at the same address location.

Rookie of the Year

- The candidate must be a full-time new home salesperson employed or under contract by a BILD Edmonton Metro Member and must still be employed by the member company when finalists are announced.
- Must have been in that role for 18 months or less with no previous home sales experience as an Area Sales Manager.
- If you entered last year, you cannot submit again this year.
- Candidate must be the primary contact acting as an Area Sales Manager. Area Sales Manager is defined as one who signs the contract with the customer and is the primary customer contact.
- The following positions are excluded from entering and will be disqualified immediately: Sales Manager, Marketing Director, Advertising Manager, Vice-President of Marketing, or company owner. Hosts, assistants, and associates are not eligible.



Salesperson/Team of the Year

- The candidate must be a full-time new home salesperson employed or under contract by a BILD Edmonton Metro Builder Member and signs purchasing with the customer; but cannot accept the agreement on behalf of the builder. Must still be employed by the member company when finalists are announced.
- Cannot combine your sales with a past member company you are no longer working with.
- The following positions are excluded from entering and will be disqualified immediately: Sales Manager, Marketing Director, Advertising Manager, Vice-President of Marketing, or company owner. Hosts, assistants, and associates are not eligible.
- The entry form must be submitted by the candidate's immediate supervisor.

Sales Volume Awards

- The candidate must be a full-time new home salesperson employed or under contract by a BILD Edmonton Metro Builder Member and signs purchasing with the customer; but cannot accept the agreement on behalf of the builder. Must still be employed by the member company when finalists are announced.
- The sales plateaus will be established by BILD Edmonton Metro once the deadline has passed, and submission totals have been reviewed. A maximum of 30 awards will be presented.
- All sales must be unconditionally approved from October 1, 2025 to September 30, 2026.
- Dollar values must exclude GST but land must be included.
- Team Sales will not be accepted; except for a job share situation where two individuals are in the same sales centre.
- The following positions are excluded: investment groups, Sales Manager, Marketing directors, advertising managers, Vice-President of Marketing, or company owners.

Please submit one (1) Affidavit and one (1) Sales Volume financial Statement. These forms are available in AOE Submission Guide. The Documents must include a total of the candidates purchase contracts excluding GST; unconditionally from October 1, 2025, to September 30, 2026, signed by the candidate, President/Owner, and Accountant of the company. Financial Statement must include legal address and property descriptions; unconditional date and amount sold less GST.



Sales Volume – Area Sales Managers

- The candidate must not hold a valid real estate license.
- Properties must be sold directly to the customer by the candidate on the builder's purchase agreement. Example – Properties sold by a third-party REALTOR® or real estate license holder on the MLS® System will not be accepted.

Sales Volume – Real Estate License Holders

- The candidate must hold a valid real estate license.

Builder of the Year Awards

All awards in this category (except for Sales Volume Awards) qualify for the Builder of the Year Awards in some capacity. Please refer to the Tabulation Chart in the AOE Submission Guide for point allocation.

Number of Submissions

Maximum three (3) submissions per award.

Submission Package

Follow the general instructions described in the AOE Submission Guide, as well as submit:

- Online entry form
- Any Supplementary Forms as outlined in the AOE Submission Guide.
- A maximum of ten (10) images, floorplans, or construction drawings may be submitted for the Sales & Information Centre Award and the Best Design Centre / Show Room Award.
- Submissions to Rookie of the Year, Person / Team of the Year, or Sales Volume must include 1 digital headshot.

Evaluation – Sales & Design Centre Awards

Each submission to an award in this category should detail how their submission has met the following criteria:



Criteria	Weight (%)
Description (e.g., exterior/interior, visual displays, summary of member company or individual's initiative, and how it applies to the award)	40%
Creativity, Innovations, and Special Qualities	25%
Evaluation, Success Metrics, and Contribution to the Industry	10%

Judges will also be adjudicating based on the following:

Criteria	Weight (%)
Award Materials & Attachments	25%

Evaluation – Salespeople Awards

Each submission to an award in this category should detail, in 500 - 1200 words, how their submission has met the following criteria.

Criteria	Weight (%)
Description (e.g., sales technique, accomplishments, challenges overcome, summary of member company or individual's initiative and how it applies to the award)	50%
Creativity, Innovations, and Special Qualities	30%
Evaluation, Success Metrics, and Contribution to the Industry	20%

Evaluation – Sales Volume Awards

Entrants in compliance with Award Criteria will be awarded based on Sales Plateaus determined by BILD Edmonton Metro and verified by Doane Grant Thorton.