



# 2011 SAM AWARDS

## GRAND SAM AWARDS

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The Grand SAM Awards is the pinnacle of achievement for the Calgary Region home building industry. The awards are presented to the CHBA – Calgary Region Builder, Renovator and Partner members for their outstanding accomplishments in 2011.

The Grand SAM Awards are based on a combination of entries that have been set by the SAM Awards Committee. To qualify, you must meet the requirements as outlined below. It is the responsibility of the entrant to ensure that these requirements are met in full to qualify for the awards.

The following are the Grand SAM Awards:

**Builder of the Year**

**Multi-Family Builder of the Year**

**Builder of Merit**

**Renovator of the Year**

**Partner of the Year**

**Please Note:** No entry forms are required for these awards.

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## GRAND SAM REQUIREMENTS

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### BUILDER OF THE YEAR

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To qualify, you must be a CHBA – Calgary Region Builder Member in good standing. This award is presented to the Builder Member that has demonstrated superior achievement in design, sales, service, and advertising and marketing. ***You must win at least one award in any of the following SAM Awards categories to qualify: New Home Awards, Sales Centre Awards, Advertising and Marketing Awards (single family material only), Sales Achievement Awards (single family entries only).***

Listed below are the requirements and percentage allotted (denoted in bold) per category that count towards **Builder of the Year**:

- |  |                               |
|--|-------------------------------|
| 1. Advertising & Marketing Awards – must enter a minimum of two (2) awards   | <b>100% of points awarded</b> |
| 2. New Home Awards – must enter a minimum of six (6) awards                  | <b>100% of points awarded</b> |
| 3. Sales & Information Centre Awards – must enter a minimum of one (1) award | <b>100% of points awarded</b> |
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### MULTI-FAMILY BUILDER OF THE YEAR

To qualify, you must be a CHBA – Calgary Region Builder Member in good standing. This award is presented to the Multi-Family Builder Member that has demonstrated superior achievement in design, sales, service, and advertising and marketing. **You must win at least one award in any of the following SAM Awards categories to qualify: Multi-Family Design, Multi-Family Home or Multi-Family Community Awards, Sales Centre Awards, Advertising and Marketing Awards (Multi-family material only), Sales Achievement Awards (Multi-family entries only).**

Listed below are the requirements and percentage allotted (denoted in bold) per category that count towards Multi-Family Builder of the Year:

- |  |                               |
|--|-------------------------------|
| 1. Advertising & Marketing Awards – must enter a minimum of two (2) awards   | <b>100% of points awarded</b> |
| 2. Multi-Family Awards – must enter a minimum of two (2) awards              | <b>100% of points awarded</b> |
| 3. Sales & Information Centre Awards – must enter a minimum of one (1) award | <b>100% of points awarded</b> |
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### BUILDER OF MERIT

To qualify, you must be a CHBA – Calgary Region Builder Member in good standing. This award is presented to the Builder Member that has demonstrated superior achievement in design, sales, service, advertising and marketing; and has building permits issued for a **maximum of 25 projects**. **You are not required to win any award in any SAM Award category to qualify.**

Listed below are the requirements and percentage allotted (denoted in bold) per category that count towards Builder of Merit:

- |   |                               |
|---|-------------------------------|
| 1. New Home Awards – must enter a minimum of two (2) awards | <b>100% of points awarded</b> |
|---|-------------------------------|
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### RENOVATOR OF THE YEAR

To qualify, you must be a CHBA – Calgary Region Renovator Member in good standing. This award is presented to the Renovator Member that has demonstrated unique, economical and compatible design solutions. **You are not required to win any award in any SAM Award category to qualify.**

Requirement for Renovator of the Year:

- The Renovator with the highest point accumulation under Renovator Awards wins Renovator of the Year
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### PARTNER OF THE YEAR

To qualify, you must be a CHBA – Calgary Region Partner Member in good standing. This award is presented to the Partner Member that has achieved excellence in sales and service towards their Builder/Renovator Customers. **You are not required to win any award in any SAM Award category to qualify.**

Requirement for Partner of the Year:

- The Partner with the highest average score from the returned surveys wins Partner of the Year
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### CONTACT INFORMATION

Should you require additional information, please contact:

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