

**2007 Entry Cover Sheet**

Use this form if you will submit your entries by mail or fax.  
**Why not submit your entries online instead? It's fast and easy!**  
 Visit [www.sellingpowerawards.com](http://www.sellingpowerawards.com) to learn how.

Photocopy this form as needed.

All entries submitted by mail or fax must be submitted with an Entry Cover Sheet.  
 See instructions on back.

**1. Information About Your Company****(a) The Company Submitting These Entries**

Company Name: \_\_\_\_\_

Contact Person: \_\_\_\_\_

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

City: \_\_\_\_\_ State/Province: \_\_\_\_\_

Zip/Postal Code: \_\_\_\_\_ Country: \_\_\_\_\_

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

Work Email: \_\_\_\_\_

**(b) The Company Being Nominated**

Company Name: \_\_\_\_\_

City, State/Province, & Country: \_\_\_\_\_

Company's Industry (see instructions on back): \_\_\_\_\_

Company's Size (see instructions on back): \_\_\_\_\_

Company's Web Site URL: \_\_\_\_\_

**2.** Attach behind this Entry Cover Sheet (and ahead of the entries you are submitting) a single sheet with a brief description of your company. Limited to 400 characters. See instructions on the back of this form for an example.

**3.** List each of your entries below. Attach your completed entries behind this cover sheet in the order you list your entries.

| ENTRY TITLE                 | CATEGORY NUMBER | ENTRY FEE |
|-----------------------------|-----------------|-----------|
|                             |                 |           |
|                             |                 |           |
|                             |                 |           |
|                             |                 |           |
|                             |                 |           |
|                             |                 |           |
| <b>NOMINATION FEE TOTAL</b> |                 | \$        |

**4. Method of Payment**

Check               

Promotion Code

Cardholder's Name: \_\_\_\_\_

Credit Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Billing Address & Zip Postal Code: \_\_\_\_\_

**5.** I attest that to the best of my knowledge, all of the information included in our 2007 Selling Power Sales Excellence Awards entries is accurate and factual.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

*For entry mailing instructions, please see back.*

DO NOT WRITE HERE

## Entry Instructions

Review the document entitled "Instructions for Submitting Entries," which is available through the entry kit you may request at [www.sellingpowerawards.com](http://www.sellingpowerawards.com).

## Entry Deadline

The entry deadline is September 28, 2007. Entries will still be accepted for several weeks after that date, through November 1, but will be assessed a late fee in addition to the entry fee.

## Entry Fees

The entry fee is \$150 per entry per category. Entries submitted after September 28 will be assessed a late fee of \$45 per entry per category. If appropriate, an entry may be submitted in multiple categories; the fees are due for each category entered. Each entry will be judged separately in each category entered. Entries submitted in multiple categories are eligible to win multiple awards.

## Eligibility

All sales professionals, departments, and teams worldwide may participate in the awards. The 2006 awards will recognize accomplishments since July 1, 2006.

## Entry Submission Procedures

While you may submit your entries on paper, by mail or by fax, we encourage you to submit them directly through our web site at [www.sellingpowerawards.com](http://www.sellingpowerawards.com).

## INSTRUCTIONS FOR COMPLETING THIS ENTRY COVER SHEET

### 1. Information About Your Company

All fields are required unless otherwise noted. Contact Person will receive all correspondence about the disposition of your submitted entries. You must specify the nominated company's Industry and Size. Choose from the following lists:

#### Industry

1. Accounting
2. Advertising, Marketing, & Public Relations
3. Aerospace & Defense
4. Automotive & Transport Equipment
5. Banking
6. Business Services
7. Chemicals
8. Computer Hardware
9. Computer Software
10. Computer Services
11. Conglomerates
12. Consumer Products — Durables
13. Consumer Products — Non-Durables
14. Diversified Services
15. Electronics
16. Energy
17. Financial Services
18. Food & Beverage

*continued*

19. Health Products & Services
20. Hospitality & Leisure
21. Insurance
22. Legal
23. Manufacturing
24. Materials & Construction
25. Media
26. Metals & Mining
27. Non-Profit Organizations
28. Real Estate
29. Retail
30. Pharmaceuticals
31. Telecommunications
32. Transportation
33. Utilities

## Company Size

- A. Up to 100 Employees
- B. 101 – 2,500 Employees
- C. More than 2,500 Employees

## 2. Description of Entered Company

Attach behind your Entry Cover Sheet a single sheet with a brief description of the nominated company, limited to 400 characters. Here's an example:

*XYZ Company is Milwaukee's most innovative design consultancy. Founded in 1997 by our president, Jane Doe, XYZ employs eight people and has won numerous awards for our design concepts and customer service.*

## 3. List Your Entries

List the entry title, category number, and entry fee for each of the entries you are submitting. Photocopy the Entry Cover Sheet if necessary.

## 4. Categories

Select from the list of categories on the following page. Review the entire list of categories carefully before choosing the category(s) for your entry(s).

## 5. Method of Payment

If paying by check, make out a single check for total fees, payable to Stevie Awards, Inc. No refunds will be made after September 28, 2007.

## 6. Submission of Entries

Staple behind your Entry Cover Sheet your entries, in the order listed on the front side of the Entry Cover Sheet. Follow the instructions on the Instructions for Submitting Entries (a separate document available in the Entry Kit) for preparing your entries.

## 7. Mailing Information

Send all completed forms, fees, and entry materials to:

**The Stevie Awards**  
**11885 Grand Commons Avenue**  
**Suite 210**  
**Fairfax, VA 22030**  
**Phone (703) 547-8389**  
**Fax (703) 991-2397**

# CATEGORIES

## **BEST INDIVIDUAL PERFORMANCE CATEGORIES**

1. Global Sales Leader of the Year
2. Worldwide VP of Sales of the Year
3. National VP of Sales of the Year
4. National Accounts Manager of the Year
5. Regional Manager of the Year
6. Sales Director of the Year
7. Sales Manager of the Year
8. Sales Education Leader of the Year
9. Sales Training Manager of the Year
10. Sales Representative of the Year

## **BEST TEAM PERFORMANCE CATEGORIES**

11. Global Sales Team of the Year
12. National Sales Team of the Year
13. National Accounts Sales Team of the Year
14. Government Sales Team of the Year
15. Telesales Team of the Year
16. Online Sales Team of the Year
17. Sales Support Team of the Year
18. Customer Service Team of the Year
19. Outsourcing Sales Team of the Year
20. Manufacturer's Rep Team of the Year

## **BEST TEAM ACHIEVEMENT CATEGORIES**

21. Highest Sales Growth Rate

## **BEST ORGANIZATION ACHIEVEMENT CATEGORIES**

22. CRM Implementation & User Adoption Program of the Year
23. Hiring and Recruiting Program of the Year
24. Demand Generation Program of the Year
25. Sales Lead Management System of the Year

26. Sales Process of the Year
27. Sales Training Program of the Year
28. Sales Coaching Program of the Year
29. Sales Compensation Program of the Year
30. Sales Management Training Program of the Year
31. Sales Incentive Program of the Year
32. Sales Meeting of the Year
33. Sales Award/Recognition Program of the Year

## **BEST RUN SALES ORGANIZATION CATEGORIES**

34. Automotive Sales Organization of the Year
35. Banking Sales Organization of the Year
36. Biotech Sales Organization of the Year
37. Chemical Sales Organization of the Year
38. Computer Hardware Sales Organization of the Year
39. Computer Software Sales Organization of the Year
40. Construction Equipment Sales Organization of the Year
41. Consulting Sales Organization of the Year
42. Education Sales Organization of the Year
43. Electronics Sales Organization of the Year
44. Energy Sales Organization of the Year
45. Financial Services Sales Organization of the Year
46. Food & Beverage Sales Organization of the Year
47. Insurance Sales Organization of the Year
48. Manufacturing Sales Organization of the Year
49. Media Sales Organization of the Year
50. Meeting/Convention Sales Organization of the Year
51. Medical Products Sales Organization of the Year
52. Pharmaceutical Sales Organization of the Year
53. Real Estate Sales Organization of the Year
54. Recruitment/Staffing Sales Organization of the Year
55. Service Sales Organization of the Year
56. Telecommunications Sales Organization of the Year
57. Timeshare Sales Organization of the Year
58. Transportation Sales Organization of the Year