



THE OHIO CEMETERY ASSOCIATION
 2018 Awards Banquet – Holiday Inn – 7007 North High – Worthington, OH
 February 17, 2018

SALES AWARD CRITERIA

2017 Minimum Volume Production for Sales Professionals

\$225,000.00 is the minimum qualifying volume consisting of the following sales components: Mausoleum; Lawn Crypts; Niches; Ground Spaces; Vaults; Markers/Monuments/Memorials; Chapel Vaults; Caskets; Urns; Openings & Closings; Funeral Services. At-Need Merchandise also will count toward minimum production.

Sales Categories - All Categories are based on Average Sales

- Category #1** • Average Sale of \$1.00 - \$2,500.00
- Category #2** • Average Sale of \$2,501.00 and Greater
- Category #3** • Average Sale Includes 25% or More From At-Need Sales Volume
- Category #4** • Average Sale Includes 25% or More From Funeral Services/Funeral Merchandise Sales Volume

Award Winners

Cemetery: _____ City: _____

(Instructions: Please print information and include the appropriate category #)

Name of Sales Manager _____ email _____

Name:	Category:	Total Volume:	Average Sale:
1. _____	_____	\$ _____	\$ _____
2. _____	_____	\$ _____	\$ _____
3. _____	_____	\$ _____	\$ _____
4. _____	_____	\$ _____	\$ _____
5. _____	_____	\$ _____	\$ _____
6. _____	_____	\$ _____	\$ _____
7. _____	_____	\$ _____	\$ _____
8. _____	_____	\$ _____	\$ _____
9. _____	_____	\$ _____	\$ _____
10. _____	_____	\$ _____	\$ _____

PLEASE SUBMIT BY FEBRUARY 1, 2018 **TO: The Ohio Cemetery Association**
 219 Webbshaw Drive Centerville, Ohio 45458 • Fax (937) 885-4512 or
jburrowes@cemeterystatistics.com (if information is faxed, please also mail original)