

NCPGA SPECIAL AWARDS PROGRAM

**NCPGA Sales Representative of the Year Award**

The NCPGA Sales Representative of the Year Award is awarded to an individual for their service to Northern California PGA Professionals, their merchandising team members and to the Section.

*The NCPGA Special Awards Committee will adhere to the following guidelines and criteria for selecting the Section Award Winner:*

### Sales Representative of the Year Award Criteria:

1. Golf Sales representative/personnel with a direct responsibility and sales territory within the Northern California PGA Section.
2. Maintain a substantial record of service to the NCPGA, its Professionals and their facilities.
3. Well-regarded as a model sales representative.

### Sales Representative of the Year Award Guidelines:

1. Criteria to Measure  
   1. Demonstration of involvement and support in the local community, NCPGA Section tournaments, education and member programs.
   2. Demonstration of outstanding business leadership qualities with account base.
   3. Involvement in NCPGA Facility promotional events and in-store merchandising programs.
2. Selection Process  
   1. Any NCPGA member (Class A, Master Professional or Life Member) in good standing or Non-PGA Professional meeting the outlined requirements.
   2. Nomination should be based on a candidate’s entire past experience and commitment for continuing one’s contributions and assistance.
   3. Achievements during the past five years should be emphasized.
   4. Section Awards Committee will select recipient based on criteria.
   5. Nominees will be notified by the Special Awards Committee Chairman regarding award determination status no later than September 10th.
3. Ineligible Categories  
   1. Previous National PGA Golf Professional of the Year Award winners
   2. Past Presidents of the National PGA Association
   3. Current members of the PGA Board of Directors
   4. Nominees for National Office
   5. Class “F” and “Inactive” members
   6. PGA National Headquarters staff and PGA Section staff (with the exception of PGA Golf Properties and Section Golf Properties staff)
   7. Members of the NCPGA Special Awards Committee

## **Other Considerations:**

* REMINDER: You are marketing yourself and your facility with this nomination. Be sure to make every effort possible to present yourself and your facility in the most positive perspective possible. Be sure to include descriptive examples in order to emphasize your achievements.
* Should you be selected as the NCPGA Special Award Winner, this nomination information will be submitted for National Consideration. Only the following awards will be submitted for PGA of America Special Award: Golf Professional of the Year, Horton Smith, Bill Strausbaugh, Youth Player Development, Teacher of the Year, Merchandisers of the Year, Player Development Award, and Patriot Award.
* Section Awards will be presented at the NCPGA Special Awards Ceremony held in December.



NCPGA SPECIAL AWARDS NOMINATION

**NCPGA Sales Representative of the Year Award**

*Type Your Answer in Area Marked “x” Below*

**Name of Nominee:** x

**Member Number (if applicable):** x

**Facility Name:** x

**Facility Address:** x

**Facility Phone Number:** x

**Nominee E-mail Address:** x

**Nomination submitted by:** x

**Nominator Contact Information:** x

*The nomination form should be typewritten and completed in the first-person.*

1. Please briefly describe your overall contributions to the Northern California Section of the PGA including education, tournaments and other involvement.
2. Please list and describe the community based golf programs that you have been involved with throughout your career.
3. Please describe the number of years that you have been involved in the golf business and in what capacity.
4. Please list the manufacturer (s) you represent:
5. Please describe the size of your territory and the total number of your accounts.
6. What is the total volume of sales (if applicable) in wholesale dollars you do in your territory?
7. How many NCPGA “Staff Members” do you have in your territory (if applicable)?
8. Please list and describe any buying shows you have attended over the last 12 months.
9. Please describe your involvement in Demo Days, Trunk Shows, Mobile Tournament Pro Shops or other Promotions that support NCPGA Professionals and their facilities.
10. Please describe any creative fixtures, merchandising or other promotions you have implemented in your NCPGA Golf Shops.
11. What do you believe are the key ingredients to being a successful Sales Representative?
12. Please list any Section or National awards the nominee has received

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| --- | --- | --- |
| Award | Year Received | Section |
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By signing this form **(or personally submitting via email),** I attest that the information contained herein is accurate and truthful to the best of my knowledge, and that the nominee has been informed of, and has consented to, this Section Nomination.

***\_\_\_\_ \_\_\_\_ \_\_\_\_ \_\_\_ \_\_\_\_\_\_***

***Submitter’s Signature Date Nominee’s Signature Date***

**Nomination Deadline: July 31st**

**Submit Complete Nomination Form to:**

Suzy Schneider, NCPGA

411 Davis Street, Suite 103

Vacaville, CA 95688  
[sschneider@pgahq.com](mailto:sschneider@pgahq.com)

PH (707) 449-4742 / FX (707) 449-4755

* *Unsigned, Incomplete and/or Ineligible Nomination Forms will* ***NOT*** *Be Considered.*
* ***An electronic copy (Microsoft Word Document) must be submitted to the NCPGA Section Office.***