

Let's get started!

* Required



2018 Richard Kaller Wizard Awards | Nominee Application

6476 Sligo Mill Road
Takoma Park, Maryland 20912
800-396-1510
www.contractors.net

1. **Your company Name ***

2. **Company Address ***

3. **Company Website ***

4. **Owner ***

5. **Title ***

6. **Phone number ***

7. **E-mail Address ***

Skip to question 8.

Application Form

(When finished with nominating make sure to click "Finished with Application" to submit your nominations!)



2018 Richard Kaller Wizard Awards | Nominee Application

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8. Position

Mark only one oval.

- Rookie Office Manager
- Office Manager
- Company MVP
- Rookie Production Manager
- Production Manager
- Project Manager
- Sales Manager
- Rookie Sales Person
- Rookie Project Manager
- Salesperson
- Best Boss
- Most Helpful Member
- Best Company
- Most Improved Company
- Company of the year
- Finished with Application

Office Manager

9. Nominee *

10. How do you schedule appointments? *

11. Describe how you have kept your company mission in mind during your day to day activities.

*

12. Give an example of a problem you have solved. *

13. Describe your most challenging customer and how you handled him/her. *

14. Tell us why you deserve to win this award: *

15. Why did you nominate this person for this award? *

Skip to question 8.

Rookie Office Manager

16. Nominee *

17. How do you schedule appointments? *

18. Describe how you have kept your company mission in mind during your day to day activities. *

19. Give an example of a problem you have solved. *

20. Describe your most challenging customer and how you handled him/her. *

21. Tell us why you deserve to win this award: *

22. Why did you nominate this person for this award? *

Skip to question 8.

Company MVP

23. Nominee *

24. Please describe why you feel the nominee deserves this award. *

Skip to question 8.

Production Manager

25. Nominee *

26. How do you schedule projects? *

27. How do you organize yourself/job? *

28. What continuing education programs have you attended/implemented? *

29. What volue of work was completed last year? *

30. Gross Profit of that work. *

31. How many crews do you manage? *

32. How many on each crew (avg)? *

33. Do you use employees/subs/mix? Please describe. *

34. Who handles disputes with customers? How? *

35. What is your company safety record? *

36. Describe your firewall process. *

37. Why did you nominate this person for this award? *

Skip to question 8.

Rookie Production Manager

38. Nominee *

39. How do you schedule projects? *

40. How do you organize yourself/job? *

41. What continuing education programs have you attended/implemented? *

42. What volue of work was completed last year? *

43. Gross Profit of that work. *

44. How many crews do you manage? *

45. How many on each crew (avg)? *

46. Do you use employees/subs/mix? Please describe. *

47. Who handles disputes with customers? How? *

48. What is your company safety record? *

49. Describe your firewall process. *

50. Why did you nominate this person for this award? *

Skip to question 8.

Rookie Project Manager

51. Nominee *

52. Number of people that are on your crew? *

53. How do you handle paperwork? *

54. What volume of work did you produce? *

55. Gross profit % on total work? *

56. Do you sell change orders? *

57. If so, volume of change orders?

58. What % of projects change orders sold on?

59. What kind of training program did you implement and/or attend? *

60. Describe your most challenging client and how you handled the situation. *

61. Share a customer testimonial that is about your work. *

62. Why did you nominate this person for this award? *

Skip to question 8.

Project Manager

63. Nominee *

64. **Number of people that are on your crew? ***

65. **How do you handle paperwork? ***

66. **What volume of work did you produce? ***

67. **Gross profit % on total work? ***

68. **Do you sell change orders? ***

69. **If so, volume of change orders?**

70. **What % of projects change orders sold on?**

71. **What kind of training program did you implement and/or attend? ***

72. **Describe your most challenging client and how you handled the situation. ***

73. Share a customer testimonial that is about your work. *

74. Why did you nominate this person for this award? *

Skip to question 8.

Rookie Sales Person

75. Nominee *

76. What year did you start selling for your company? *

77. How many measure calls this year *

78. Close ratio to leads issued *

79. How many follow up appointments *

80. Appointment value *

81. How many sales *

82. Value per lead issued *

83. Sales Volume *

84. What continuing education have you participated in? *

85. How do you use the CCN 4P Sales Process? *

86. How has using the 4P Sales Process helped you achieve your professional and personal goals? *

87. Why did you nominate this person for this award? *

Skip to question 8.

Sales Person

88. Nominee *

89. What year did you start selling for your company? *

90. **How many measure calls this year ***

91. **Close ratio to leads issued ***

92. **How many follow up appointments ***

93. **Appointment value ***

94. **How many sales ***

95. **Value per lead issued ***

96. **Sales Volume ***

97. **What continuing education have you participated in? ***

98. **How do you use the CCN 4P Sales Process? ***

99. **How has using the 4P Sales Process helped you achieve your professional and personal goals? ***

100. **Why did you nominate this person for this award? ***

Skip to question 8.

Sales Manager

101. **Nominee ***

102. **Does your company use the 4P Sales Process? Please describe. ***

103. **Does your team report their sales to the CCN sales contest? ***

104. **How many salespeople do you manage? ***

105. **How many salespeople have you added/hired this year? ***

106. **Sales volume in 2016? ***

107. **Sales volume in 2017? ***

108. **Gross Profit % 2016? ***

109. **Gross Profit % 2017? ***

110. **Describe how you keep your team motivated/trained? ***

111. **Why did you nominate this person for this award? ***

Skip to question 8.

Most Helpful member

112. **Nominee ***

113. **Has the nominee attended CCN Conferences on a regular basis? ***

Mark only one oval.

Yes

No

114. **Did the nominee seek people out to network with their companies? ***

Mark only one oval.

Yes

No

115. **What contributions were made at conferences? ***

116. **Please explain why this nominee deserves most helpful member. What contributions were made to other CCN members? ***

117. **Why did you nominate this person for this award? ***

Skip to question 8.

Best Company

118. **Nominee ***

119. **Year Joined CCN**

120. **Projected Sales for 2018 ***

121. **Projected Revenue for 2018 ***

122. **Actual Sales for 2017 ***

123. **Actual Revenue for 2017 ***

124. **2016 Gross Profit % ***

125. **2016 Net Profit %**

126. **2017 Gross Profit % ***

127. **2017 Net Profit % ***

Please provide contact information for a third party, such as the accountant or bookkeeper your company uses, who can verify the information you provide in this survey. This contact information will be used only if deemed necessary and will be kept confidential by CCN.

128. **Name ***

129. **Company Name ***

130. **Phone Number ***

131. **Email ***

Thank you for providing us with that information.

132. **What is your company mission? ***

Describe your systems for the following:

133. **Sales ***

134. **Accounting ***

135. **Marketing / Lead Management ***

136. **Production Department ***

137. **Why did you nominate this company for this award? ***

Skip to question 8.

Most Improved Company

138. Nominee *

139. Year Joined CCN

140. Projected Sales for 2018 *

141. Projected Revenue for 2018 *

142. Actual Sales for 2017 *

143. Actual Revenue for 2017 *

144. 2016 Gross Profit % *

145. 2016 Net Profit %

146. 2017 Gross Profit % *

147. 2017 Net Profit % *

Please provide contact information for a third party, such as the accountant or bookkeeper your company uses, who can verify the information you provide in this survey. This contact information will be used only if deemed necessary and will be kept confidential by CCN.

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Thank you for providing us with that information.

152. **What is your company mission? ***

Describe your systems for the following:

153. **Sales ***

154. **Accounting ***

155. **Marketing / Lead Management ***

156. **Production Department ***

157. **Why did you nominate this company for this award? ***

Skip to question 8.

Company of the year

158. **Nominee ***

159. **Year Joined CCN**

160. **Projected Sales for 2018 ***

161. **Projected Revenue for 2018 ***

162. **Actual Sales for 2017 ***

163. **Actual Revenue for 2017 ***

164. **2016 Gross Profit % ***

165. **2016 Net Profit %**

166. 2017 Gross Profit % *

167. 2017 Net Profit % *

Please provide contact information for a third party, such as the accountant or bookkeeper your company uses, who can verify the information you provide in this survey. This contact information will be used only if deemed necessary and will be kept confidential by CCN.

168. Name *

169. Company Name *

170. Phone Number *

171. Email *

Thank you for providing us with that information.

172. What is your company mission? *

Describe your systems for the following:

173. **Sales ***

174. **Accounting ***

175. **Marketing / Lead Management ***

176. **Production Department ***

177. **Why did you nominate this company for this award? ***

Skip to question 8.

Best Boss

178. **Nominee ***

179. **Why are you nominating this person for this award? ***

Skip to question 8.

