



Junior Achievement of British Columbia 2009-2010 Sales Awards

The purpose of the awards is to acknowledge outstanding performance in sales & marketing in a Company Program/Student Venture at both the corporate (company) and individual level.

1. **SALES & MARKETING STRATEGY AWARD (CORPORATE)**

- This award acknowledges successful corporate sales performance resulting from adherence to an effective sales & marketing strategy.

2. **SALES LEADER OF THE YEAR AWARD (INDIVIDUAL)**

- This award acknowledges the individual whose personal sales represent the highest percentage of his/her company's sales.

SALES & MARKETING STRATEGY AWARD (CORPORATE)

Eligibility

This award is open to all groups participating in JA's Company Program – A Student Venture during the 2009-2010 school year. While sales totals are important they are not the sole focus of this award. The intention is to recognize a venture's ability to plan and implement an effective sales & marketing strategy which results in the venture attaining the majority of its own marketing objectives.

Requirements

To be considered for this award a Company Program/Student Venture must:

- Submit a sales & marketing strategy (plan) and be able to demonstrate that the venture has attained at least 75% of the plan's objectives. The submission should be no more than 2 pages (single-sided), and should include an accurate summary of the sales & marketing objectives accomplished by the company/venture. A simple attractive layout will be most effective.

Recognition

The JA Company or Student Venture winning this corporate award will receive a perpetual trophy for display at their school or the advisor's company offices for one year, plus a permanent 'keeper' award. All active program participants will receive a certificate.

Application Due Date: Tuesday, May 25, 2010

- The winner will be notified by June 3, 2010.
- Winners will be recognized at JABC's Provincial awards presentation June 10, 2010, and at Regional events as appropriate.

Privacy Policy

Junior Achievement of British Columbia respects your privacy. We protect your personal information and adhere to all legislative requirements with respect to protecting privacy. We do not rent, sell, or trade our mailing lists. The information you provide will be used to deliver services and to keep you informed and up-to-date on the activities of Junior Achievement of British Columbia, including programs, services, special events, funding needs, opportunities to volunteer, or to give and more through periodic contacts. If at any time you wish to be removed from any of these lists, simply contact us by phone at 604-688-3887 or via email at privacy@jabc.org, and we will gladly accommodate your request.

Application Form-Sales & Marketing Strategy Award (Corporate)

Complete the information appropriate to your JA Company:

JA Company Name:	
Teacher:	School:
Telephone No.: ()	E-mail Address:
Address:	
City & Prov.:	Postal Code:
Advisor(s):	
Advising Firm:	
Firm's Address:	
City & Prov:	Postal Code:
Telephone No.: ()	E-mail Address:
Answers to the following questions are required in order to complete your application:	
Total Company Sales Collected (excluding tax equivalents) :	
Unit Price of Product/Service (excluding tax equivalents) :	
Total No. of Units Sold:	
Full Description of Product or Service:	

APPLICATION DUE DATE: TUESDAY, MAY 25, 2010

Mail, Fax, Deliver or Scan & email completed applications to:

Junior Achievement of British Columbia

Attention: Christopher Hindle

Suite 110 – 475 West Georgia Street

Vancouver, BC V6B 4M9

T: 604-688-3887 ext 231

F: 604-689-5299

E: christopher.hindle@jabc.org

Qualifier

We have read and understand the application requirements of the Junior Achievement of British Columbia Sales Marketing Strategy Award (Corporate). We agree to comply with these and any further requirements established by Junior Achievement of BC. I have attached the following:

- Application Form
- A brief (max.2 pages) outline of our Marketing & Sales Strategy, including an accurate summary of the sales & marketing objectives we accomplished.
- Qualifier Page (this page)

To the best of our knowledge, all information contained in this application form is complete and accurate.

Sales Executive Name	Signature	Date
Advisor/Teacher Name	Signature	Date

APPLICATION DUE DATE: TUESDAY, MAY 25, 2010

SALES LEADER OF THE YEAR AWARD (INDIVIDUAL)

Eligibility

This award is open to all students participating in JA's Company Program – A Student Venture during the 2009-2010 school year.

Requirements

To be considered for this award:

- Only direct consumer sales (i.e. personal sales, night selling, Trade Fairs etc.) are eligible for this contest. Wholesale and consignment sales are not recognized as part of this contest.
- Winners will be named based on sales reported and collected during the JA Company's lifespan.
- For purposes of this award, the applicant's sales should be reported as a percentage of their company's total direct sales.

Recognition

The winner of the Individual award will receive a perpetual trophy for display at school or home for one year, plus a personal 'keeper' award.

Due Date: Tuesday, May 25, 2010

- The winner will be notified by June 3, 2010.
- Winners will be recognized at JABC's Provincial awards presentation June 10, 2010, and at Regional events as appropriate.

Privacy Policy

Junior Achievement of British Columbia respects your privacy. We protect your personal information and adhere to all legislative requirements with respect to protecting privacy. We do not rent, sell, or trade our mailing lists. The information you provide will be used to deliver services and to keep you informed and up-to-date on the activities of Junior Achievement of British Columbia, including programs, services, special events, funding needs, opportunities to volunteer, or to give and more through periodic contacts. If at any time you wish to be removed from any of these lists, simply contact us by phone at 604-688-3887 or via email at privacy@jabc.org, and we will gladly accommodate your request.

Application Form-Sales Leader of the Year Award (Individual)

Student's Name		Age:	Grade:
Male/Female:		School:	
Telephone No.: ()		E-mail Address:	
Address:			
City:		Postal Code:	
Name of Parent/Guardian:			
Address (if different from above):			
City:		Postal Code:	
Telephone No.: ()		E-mail Address:	
Total Personal Sales Collected (excluding taxes) :			
Total Units (excluding taxes) :			
This personal total represents _____% of the total sales collected by our company/venture.			
Description of Product or Service:			
JA Company Name:			
On a separate page please answer the following questions:			
1. What are your post-secondary education and/or occupational goals? (200 words or less)			
2. What do you feel is the most important lesson you have learned from your sales and marketing experience with your Venture/Company? (200 words or less)			

APPLICATION DUE DATE: TUESDAY, MAY 25, 2010

Mail, Fax, Deliver or Scan & Email completed applications to:

Junior Achievement of British Columbia**Attention: Christopher Hindle**

Suite 110 – 475 West Georgia Street

Vancouver, BC V6B 4M9

T: 604-688-3887 ext 231

F: 604-689-5299

E: christopher.hindle@jabc.org

Qualifier

I have read and understand the application requirements of the Junior Achievement of British Columbia Sales Leader of the Year Award (Individual). I agree to comply with these and any further requirements established by Junior Achievement of BC. I have attached the following:

- Application Form
- Typed response to Questions 1-2
- A copy of my most recent resume
- Qualifier Page (this page)

By virtue of my signature, if selected as an award winner, I agree to the use of my name and photograph for promotional purposes as required. To the best of my knowledge, all information contained in my application form is complete and accurate.

Student Name

Signature

Date

Parent/Guardian Name

Signature (required if the student applicant is under 19)

Date

Advisor/Teacher Name

Signature

Date

APPLICATION DUE DATE: TUESDAY MAY 25, 2010