

BIG NIGHT 2020
July 23, 2020
Columbus Athenaeum

Presented by the Building Industry Association of Central Ohio,
The BIG Awards were created to honor the top achievers in the new home industry.
BIG award winners cross all BIA membership ranks and include Realtors, interior designers,
architects, landscapers, suppliers, remodelers, builders and more!

PROCESS AND REQUIREMENTS

STEPS TO ENTER

1. Review categories and requirements below
2. Complete Entry Application & pay entry fees no later than **June 15, 2020**
Entry Fee: \$125 each entry
 - Once submitted Entry system will generate your unique entryserial number(s) per entry.
 - Your entry materials are due by June 15th
 - Digital entries should be submitted by FTP, or File Sharing service (dropbox, yousendit) to entries@teampmp.com

Materials for all entries include:

FORMS LINKED BELOW

[Professional Achievement – Sales Awards Cat 1-3](#)

[Professional Achievement- Sales Manager Cat 4](#)

[Professional Achievement – Marketing Professional Cat 5](#)

[Professional Achievement – Golden Hammer Cat 6](#)

[Professional Achievement – Customer Service/Warranty Cat 7](#)

[Professional Achievement – Purchasing Cat 8](#)

[Million Dollar Sales Volume - Cat 9-12](#)

[Marketing Awards – Team & Information Form Cats 13-46](#)

- Digital Files — floor plan and photo images required

IMAGES

Digital images saved at 300 dpi – sized to at 1800 pixels wide JPEG format ONLY.
All plans should be saved as high resolution PDF –sized at 8 ½” x 11”

Files should be named with your Category number, entry serial and sequence number or description.
PLEASE NOTE THE LABELING OF THE IMAGES IS AS FOLLOWS AND ANY IMAGES NOT NAMED IN THE PROPER MANNER WILL REQUIRE THE ENTRANT TO RESUBMIT IMAGES PROPERLY OR BE SUBJECT TO DISQUALIFICATION.

01-1005_1.jpg, 01-1005_2.jpg (thru 8 images), 01-1005_floorplan.pdf, 01-1005_siteplan.pdf, 01-1005_form.pdf

[SAMPLE ENTRIES HERE](#)

If you have any questions during the process

Lisa Parrish | Administrator

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DEADLINES & DELIVERY

- Entry Application and Materials are due no later than June 15th

Judging – June 26

All entry materials are delivered online with the exception of Brochures -
Delivered to BIA of Central Ohio office by June 15th

BIG AWARDS CATEGORIES 2020

PROFESSIONAL ACHIEVEMENT AWARDS

1. ROOKIE OF THE YEAR
2. SALES PROFESSIONAL OF THE YEAR
3. ONLINE SALES COUNSELOR
4. SALES MANAGER OF THE YEAR
5. MARKETING DIRECTOR OF THE YEAR
6. GOLDEN HAMMER AWARD - *Builder, Job Site Supervisor, Project Manager or Superintendent*
7. CUSTOMER SERVICE/WARRANTY PROFESSIONAL OF THE YEAR
8. PURCHASING AGENT/TEAM OF THE YEAR

Categories 1 – 8 Requirements

Entries will be judged on the candidate's positive aspects and measurable work performance.

- Completed Individual Achievement Entry Form with written statement (200 words or less) describing exemplary performance and achievement.
- Digital photo of candidate

Volume Based Awards

Non-judged - volume based recognition; each entry receives an award based on performance.

9. MILLION DOLLAR SALES AWARDS - REALTOR HONORS
10. MILLION DOLLAR SALES AWARDS - BUILDER SALES
11. MILLION DOLLAR SALES AWARDS - NEW HOME LOAN ORIGINATOR
12. MILLION DOLLAR SALES AWARDS - NEW HOME TITLE REPRESENTATIVE

Categories 9-12 Requirements

- Completed Top Producer Form
- Digital photo of candidate

Special recognition will be celebrated for the Top Producer for each of category

MARKETING & ADVERTISING

13. BEST LOGO DESIGN

Entry will be judged on overall logo design, readability and execution.

Entry Requirements

- Completed Team/Project Statement
- Image Requirements: up to 8 images of the following: logo in color, logo in black & white and various examples of logo in use. (brochure, signage, letterhead, etc.)

14. BEST PRINT AD

Entry will be judged on concept, creativity, copy, layout, overall design, and execution and continuity.

Entry Requirements:

- Completed Team/Project Statement
- One (1) image of the ad.

15. BEST RADIO AD

16. BEST TV COMMERCIAL/VIDEO

Entry will be judged on creativity, design, and success of materials developed to gain product interest.

Entry Requirements

- Completed Team/Project Statement
- One (1) image that represent entry
- Commercial and radio submissions digital requirements – Video – .mov files – Audio MP3 files.

17. BEST SOCIAL MEDIA/ BLOG EXPERIENCE

Entry will be judged on concept, creativity, copy, layout, and results of campaign

Entry Requirements

- Completed Team/Project Statement
- Up to 8 images that represent entry – screen shots of social media pages

18. BEST WEBSITE - AWARDS MAY BE PRESENTED FOR A BUILDER, ASSOCIATE, OR REALTOR

Entry will be judged based on quality of design, ease of obtaining information, and organization of message.

Entry Requirements

- Completed Team/Project Statement
- Up to 3 images that represent entry – screen shots of web pages
- Link to website – must be fully updated and live by June 15th

19. BEST BROCHURE - BUILDER/REMODELER

20. BEST BROCHURE - ASSOCIATE/REALTOR

Judged on concept, copy, layout, budget, overall design and execution as it relates to a specific target market.

Entry Requirements

- Completed Team/Project Statement
- Images of brochure in JPEG format
- 1 Copy of the Actual Brochure - Delivered to BIA of Central Ohio by June 15th

21. BEST MAGAZINE - BUILDER/REMODELER

22. BEST MAGAZINE - ASSOCIATE/REALTOR

Judged on concept, copy, layout, budget, overall design and execution as it relates to a specific target market.

Entry Requirements

- Completed Team/Project Statement
- Images of brochure in JPEG format
- 1 Copy of the Actual Magazine- Delivered to BIA of Central Ohio by June 15th

23. BEST DIGITAL MEDIA CAMPAIGN - AWARDS MAY BE PRESENTED FOR A BUILDER, ASSOCIATE, OR REALTOR

Entry will be judged on concept, creativity, copy, layout, and results of campaign

Entry Requirements

- Completed Team/Project Statement
- Up to 8 images that represent entry
- Link to actual campaign highly encouraged

24. BEST REALTOR RELATIONS PROGRAM

25. BEST EVENT/SPECIAL PROMOTION - BUILDER/REMODELER

26. BEST EVENT/SPECIAL PROMOTION - ASSOCIATE/REALTOR

Entry will be judged on creativity, design, and success of materials developed to gain product interest.

Entry Requirements

- Completed Team/Project Statement
- Submit images of promotion or program– photos of events suggested
- Submit images of ads that represent the campaign. May include any or all of the following: print advertising, direct mail, television and radio spots, billboards, etc. – JPEG or PDF format
- Television and radio elements – Video – .mov files; Audio – MP3 files

27. BEST ON-SITE, OUTDOOR MARKETING

Entry will be judged on concept, creativity, basic graphics and layout, design, execution, readability, and continuity

Entry Requirements

- Completed Team/Project Statement
- Up to 8 images that represent entry

28. BEST DEVELOPMENT MARKETING PROGRAM - SUBURBAN DEVELOPMENT

29. BEST DEVELOPMENT MARKETING PROGRAM - URBAN DEVELOPMENT

Entry will be judged on creativity, design, and success of materials developed to gain product interest. Includes ads, print and electronic media, and billboards. (Includes all collateral and online platforms)

Entry Requirements

- Completed Team/Project Statement
- Up to 8 images that represent entry
- Commercial and radio submissions digital requirements – Video – .mov files – Audio MP3 files.

DESIGN AWARDS

30. BEST DESIGN CENTER/SALES OFFICE BY A BUILDER/REMODELER - UNDER 1,000 SQ. FT.

31. BEST DESIGN CENTER/SALES OFFICE BY A BUILDER/REMODELER - OVER 1,000 SQ. FT.

32. BEST SHOWROOM BY AN ASSOCIATE

Entry will be judged on theme, function, display concept, creativity, and design used in the office, as well as the use of tools and technologies to achieve sales success.

Entry Requirements

- Completed Team/Project Statement
- Up to 8 images that represent entry. that may include the following: exterior entrance, overall interior, topography table, impact graphic, renderings, displays, and/or closing office
- Floor plan

33. BEST LANDSCAPE PROJECT

Entry will be judged on the landscape effectiveness, impact, and function in enhancing the product or project. Landscaping includes ground cover, hardscape, and softscape.

Entry Requirements:

- Completed Team/Project Statement
- Up to 8 images that represent entry
- Site plan of Model Complex or Individual Residence Plan saved as PDF document or JPEG

34. BEST OUTDOOR LIVING SPACE - PROJECT

35. BEST OUTDOOR LIVING SPACE – NEIGHBORHOOD

Entry will be judged on concept, creativity, and visual impact.

Entry Requirements:

- Completed Team/Project Statement
- Up to 4 Images that showcase the living space

36. BEST INTERIOR DESIGN/MERCHANDISING - NEW HOME UP TO \$249,999

37. BEST INTERIOR DESIGN/MERCHANDISING - NEW HOME \$250,000 TO \$499,999

38. BEST INTERIOR DESIGN/MERCHANDISING - NEW HOME \$500,000 & UP

Entry will be judged on use of color, texture, material, interior space, furniture, accessories, window and wall treatments in relation to the specified target market and continuity with the marketing program.

Entry Requirements

- Completed Team/Project Statement
- Up to 8 images that represent entry – Suggested: living room, dining room, master bedroom, kitchen/family room area or other unique spaces
- Floor plan

39. BEST ARCHITECTURAL DESIGN OF A NEW HOME - NEW HOME UP TO \$249,999

40. BEST ARCHITECTURAL DESIGN OF A NEW HOME - NEW HOME \$250,000 TO \$499,999

41. BEST ARCHITECTURAL DESIGN OF A NEW HOME - NEW HOME \$500,000 & UP

Entry will be judged on overall exterior and interior architecture, design appeal, function, and creative use of interior space and creative integration of plan design with site considerations.

Entry Requirements:

- Completed Team/Project Statement
- Up to 8 Images including: Front Exterior and Main Living Spaces
- Floor plan saved as PDF document or JPEG

42. BEST NEW REMODEL DESIGN BY A REMODELER - REMODEL UP TO \$249,999

43. BEST NEW REMODEL DESIGN BY A REMODELER - REMODEL \$250,000 TO \$499,999

44. BEST NEW REMODEL DESIGN BY A REMODELER - REMODEL \$500,000 & UP

Entry will be judged on overall exterior and interior architecture, design appeal, function, and creative use of interior space and creative integration of plan design with site considerations.

Entry Requirements

- Completed Team/Project Statement
- Up to 8 images that represent entry – with at least 1 before image of the project.
- Floor plan - Before and After versions

GRAND MARKETING AWARDS

45. BUILDER/REMODELER (MUST ENTER AT LEAST 4 CATEGORIES)

46. ASSOCIATE/REALTOR (MUST ENTER AT LEAST 4 CATEGORIES)

Entry Requirements

- Completed GRAND AWARD Form
- Up to 8 images that represent the entries submitted

ENTRANT MUST REGISTER FOR THIS CATEGORY – NO ENTRY FEE REQUIRED

Judging Criteria:

For each entrant, the points for their top entry from each of 4 different categories will be totaled to determine the finalists for the category.

The award will go to the Builder/Remodeler and Associate/Realtor member determined by the judges final review and score.

Entry Requirements:

Entrant must have submitted entries in at least 4 (four) different categories from among the following:

- Logo
- Brochure
- Advertisement
- Advertising Campaign/Promotion
- Sign Program
- Development
- Sales Office & Design Center
- Landscaping
- Interior Merchandising
- Architectural Design