



THE OHIO CEMETERY ASSOCIATION
2012 Winter Conference, Sales Spectacular & Awards Banquet
 February 23, 24 & 25, 2012 • Embassy Suites, Dublin, Ohio

Sales Award Criteria

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

PLEASE SUBMIT BY FEBRUARY 2, 2012 TO: The Ohio Cemetery Association
 219 Webbshaw Drive Centerville, Ohio 45458 • Facsimile: (937) 885-4512
 (if information is faxed, please also mail original)