



THE OHIO CEMETERY ASSOCIATION
2015 Awards Banquet – Holiday Inn – 7007 North High – Worthington, OH
February 18, 2017

Sales Award Criteria

2015 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 #)

Table with 4 columns: Name, Category, Total Volume, Average Sale. Rows 1-10 for data entry.

PLEASE SUBMIT BY FEBRUARY 1, 2017 TO: The Ohio Cemetery Association
219 Webbshaw Drive Centerville, Ohio 45458 • Fax (937) 885-4512 or jburrowes@cemeterydata.com
(if information is faxed, please also mail original)