



# THE OHIO CEMETERY ASSOCIATION 2019 Awards Dinner

February 16, 2019 –Embassy Suites – 5100 Upper Metro Place, Dublin, OH

## 2018 Rookie Award

### RECOGNIZE YOUR ROOKIE:

On Saturday evening, February 16, 2019 you will have the opportunity to recognize your Rookie(s) for 2018. The definition of a Rookie is: a sales employee who has been with your cemetery for less than twelve (12) months but has had outstanding success (there may be other metrics but total sales volume is always a place to start).

Name of Rookie: \_\_\_\_\_

(Please submit a separate sheet to tell us why you've chosen this person as your Rookie)

## 2018 Special Employee Award

### RECOGNIZE YOUR SPECIAL EMPLOYEE!

This award goes to an employee, perhaps an administrative or grounds employee, who has exceeded expectations and has performed admirably for the past year.

Cemetery: \_\_\_\_\_

Our Special Employee is: \_\_\_\_\_

(Please submit a separate sheet explaining why you are recognizing this employee)

## 2018 Marketing Award

### RECOGNIZE YOUR CEMETERY!

This award goes to cemeteries operating without the benefit of a full-time professional sales staff which during the year has introduced new services or merchandise (see Award Criteria on reverse side) that have generated a minimum total income volume of \$20,000.

Our Cemetery, \_\_\_\_\_, qualifies for this award.

(Please submit a separate sheet describing what new services your cemetery has introduced this year and the total income generated)

**AWARD FORMS MUST BE SUBMITTED NO LATER THAN FEBRUARY 1, 2019**

SUBMIT TO: THE OHIO CEMETERY ASSOCIATION 219 WEBBSHAW DRIVE • CENTERVILLE, OHIO 45458

[jburrowes@cemeterydata.com](mailto:jburrowes@cemeterydata.com) or [jburrowes5@gmail.com](mailto:jburrowes5@gmail.com)



# THE OHIO CEMETERY ASSOCIATION

## 2019 Awards Dinner

February 16, 2019 –Embassy Suites – 5100 Upper Metro Place, Dublin, OH

## Recognition Award Criteria

### Rookie Award

This award is designed to provide recognition to those Sales Professionals who have less than one (1) year of experience but who have provided outstanding service and/or produced extraordinary sales volume.

*(It is important to recognize new sales professionals who are succeeding)*

### Special Employee Award

This award is for an employee at your cemetery who is deserving of recognition for achievement and outstanding performance during the past year. This might be a sales employee or an employee such as an office manager, administrative staff member or grounds staff member who has provided outstanding service.

### Marketing Award

This award is designed to recognize Cemeteries that do not employ a sales staff but has successfully promoted new cemetery merchandise and/or services during the past year. This could include new scattering areas; new niches; new (mausoleum or lawn) crypts; new burial sections or gardens; etc. which have generated a minimum of \$20,000 in total income volume during the past year..

**Awards for the year 2018 will be presented at the  
dinner on Saturday, February 16, 2019**