



THE OHIO CEMETERY ASSOCIATION

2014 Awards Banquet

February 15, 2014 – Crowne Plaza Hotel – 600 Metro Place North, Dublin, Ohio

2013 Sales Award

2013 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 1, 2014 TO: The Ohio Cemetery Association

219 Webbshaw Drive Centerville, Ohio 45458 • Fax (937) 885-4512
(if information is faxed, please also mail original)