



## THE OHIO CEMETERY ASSOCIATION

# SALES AWARD CRITERIA FOR FY2024

This year we are trying something different and organizing categories by interment/burial volume and then by total volume of sales dollars. So, this will include any administrators as well as sales professionals.

Qualifying volume consists of the following cemetery sales components: Mausoleum; Lawn Crypts; Niches; Ground Spaces; Vaults; Markers/Monuments/Memorials; Chapel Vaults; Caskets; Urns; Openings & Closings. At-Need Merchandise also will count toward minimum production. Funeral Service and Merchandise sales are only included in Category #4

**Sales Categories** - All Categories are based on Total Volume Sales

**Category #1 Cemetery** • Total interments less than 100

**Category #2 Cemetery** • Total interments 101 - 300

**Category #3 Cemetery** • Total interments 301- 800+

**Category #4 Funeral** • Total interments 301 – 800+

## Award Winners

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

(Instructions: Please print information and include the appropriate category #)

Name of Sales Manager \_\_\_\_\_ email \_\_\_\_\_

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

**PLEASE SUBMIT BY FEBRUARY 1, 2025** To: The Ohio Cemetery Association

11555 Wilson Mills Rd Chardon OH 44024 or oca.brandt@gmail.com