



## THE OHIO CEMETERY ASSOCIATION 2016 Awards Dinner

February 20, 2016 – Holiday Inn – 7007 North High St. - Worthington, Ohio

### 2015 Rookie Award

#### Recognize your Rookie!

On Saturday evening, February 20, 2016 you will have the opportunity to recognize your Rookie(s) for 2015. 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)*

### 2015 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)*

### 2015 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, 2016**

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

• FAX: (937) 885-4512    [jburrowes@cemeterdata.com](mailto:jburrowes@cemeterdata.com) or [jburrowes5@gmail.com](mailto:jburrowes5@gmail.com)



# THE OHIO CEMETERY ASSOCIATION

## 2016 Awards Dinner

February 20, 2016 – Holiday Inn – 7007 North High St. - Worthington, Ohio

## 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 2015. 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 2015.

Please use reverse side to submit names of winners.

**Awards will be presented at the Dinner on  
Saturday, February 20, 2016**