



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