



2010 Route Salesperson of the Year Award Nomination Form

Deadline: Nominations Accepted Until June 15, 2010

When it comes to customer service in the bottled water industry, nobody exemplifies it better than your route salespeople. They are truly on the front lines of customer service. That's why IBWA honors these individuals with the Route Salesperson of the Year Awards.

Nominating one of your outstanding employees for IBWA's Route Salesperson of the Year competition is a unique opportunity to recognize a team member who helps make your company prosper. This individual should be a dedicated employee who views route sales as a career and not just a day-to-day job. He or she should also have a "motivated and vigorous personality"—and numerous other attributes that contribute significantly to your successful bottled water operation.

Keep in mind that in the IBWA Route Salesperson of the Year competition, there are only winners! Every individual who is nominated receives a certificate for being his or her company's route salesperson of the year. The nominees, in turn, compete with peers within their same company category for the distinction of being named the IBWA Route Salesperson of the Year.

Following are the company categories:

- **Level I Company:** Sales less than \$500,000
- **Level II Company:** Sales between \$500,001 and \$2 million
- **Level III Company:** Sales between \$2.1 million and \$8 million
- **Level IV Company:** Sales above \$8.1 million

The winners in the four company segments and their spouses or significant others will be the guests of IBWA for two nights during the 2010 IBWA Annual Convention and Trade Show / InterBev 2010, September 20-24, 2010, in Orlando, Florida. They will be honored at the awards presentation during the IBWA General Session on Thursday, September 23, where each winner will be invited on stage to accept the coveted IBWA Route Salesperson of the Year Award.

In addition, winners will be featured in a special article in the *Bottled Water Reporter* and on the IBWA website: www.bottledwater.org. The companies of award recipients will receive a press release for distribution to their local media. A national press release will be distributed by IBWA.

2010 Route Salesperson of the Year

Rules

General Rules

- Entry fee is \$75.
- Only non-management route salespeople are eligible.
- Each member company and/or subsidiary company (bottler or distributor) may enter only one nominee into the competition.
- Nominees will be judged within their company-size category, based on gross sales for the year ending December 2009:
 - **Level I Company:** Sales less than \$500,000
 - **Level II Company:** Sales between \$500,001 and \$2 million
 - **Level III Company:** Sales between \$2.1 million and \$8 million
 - **Level IV Company:** Sales above \$8.1 million
- One Route Salesperson of the Year will be named from each category.
- Selection of a nominee by a member company may be based upon any criteria established by the member company.
- Selection of the IBWA Route Salesperson of the Year will be based solely on the information submitted on the official entry form (found below) and any additional narrative the nominator provides.

Notification

Notification of all winners of the Route Salesperson of the Year competition will be made to the salesperson's company no later than the week of August 1, 2010. When notified, each company will be asked to provide IBWA with the following:

- Photos of their route salesperson.
- Additional narrative detail, if necessary, explaining why the nominee best exemplifies the highest standards set by your company.
- The name of his or her spouse or significant other (if any) who will accompany the winner at the convention.
- The name and title of the company representative who will join the winner on stage to accept the award.

The winners and their spouses or significant others (if any) will receive full-convention complimentary registration and hotel accommodations for two nights (September 22-23) to attend the 2010 IBWA Annual Convention and Trade Show/InterBev 2010 in Orlando, Florida, on September 20-24, 2010.

Transportation and other costs (food, etc.) will be the responsibility of the winning company.

Questions

If you have questions, contact IBWA Publications and Special Project Manager at 703.647.4601 or shicks@bottledwater.org. Contest rules also found on www.bottledwater.org.

Deadline for Entries

Entries will be accepted any time up until June 15, 2010.

2010 Route Salesperson of the Year *Award Nomination Form*

THE ENTRY FEE is \$75 (nonrefundable). Deadline for all entries is June 15, 2010. Please type or write all information clearly. Calculate data on a one-year period, June 1, 2008 through June 1, 2009. If this is not possible, please indicate time period. Time period: from _____ to _____.

Name of Nominee: _____

Name of Company: _____

Submitted By/Title: _____

Email Address: _____

Address: _____

City: _____

State: _____

Country: _____

Zip/Postal Code: _____

Phone: _____

Fax: _____

Method of Payment (Check One)

- Check (enclosed)—make check payable to IBWA
- Charge: Visa MasterCard AMEX Discover

Card No.: _____

Expiration Date: _____

Name on Card: _____

Signature: _____

Please send nomination form and narrative to IBWA headquarters:

IBWA Route Salesperson of the Year 2010
1700 Diagonal Road, Suite 650
Alexandria, VA 22314

Company Size (Check One)

- Level I Company:** Sales less than \$500,000
- Level II Company:** Sales between \$500,001 and \$2 million
- Level III Company:** Sales between \$2.1 million and \$8 million
- Level IV Company:** Sales above \$8.1 million

Number of Customers

- _____ Commercial Rental
- _____ Commercial Water Only
- _____ Residential Rental
- _____ Residential Water Only
- _____ Coffee/Allied Products
- _____ Total Customers

Performance/Sales

Has the salesperson’s pay increased from the prior year based on performance, bonuses, goals, commissions, or sales? (explain)

_____ Total “New Sale” Customers (includes water only, bottled water coolers, POU coolers, coffee customers)

Average Units Delivered Per Day by Nominee

- _____ Total Water Units Delivered Per Day
- _____ Cups (sleeves)
- _____ Other (please specify)

Safety

Date of last chargeable accident: _____

Date of last moving violation: _____

Type of moving violation: _____

Date of last lost-time injury: _____

Customer Service

_____ Average number of “out of product” calls per day

Responds timely and courteously (explain)

Communicates effectively with customers and peers (explain)

Longevity and Attendance

How long has the nominee held this position? _____

Uses allotted paid vacation/sick/personal leave (but does not exceed)? _____

Company Goals

Understands how his/her job affects the company’s overall goals and bottom line? (explain)

Has contributed ideas to improve job performance or advance company goals? (explain)

Community Involvement (optional)

Does the nominee have a cause, charity, or non-work-related event that he/she supports with his/her time and effort? (explain)

Narrative

Provide a brief summary highlighting the nominee’s strengths and accomplishments. (Tell us why your nominee should win IBWA’s Route Salesperson of the Year Award.)
