



2020 Route Salesperson of the Year

★ ★ ★ Award ★ ★ ★ Nomination Guidelines

Deadline: Nominations Accepted Until June 19, 2020

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 million

The winners in the four company segments will receive a monetary award of \$1,000 and a certificate of recognition. They will also be recognized during the awards presentation segment of the IBWA General Session at the **2020 IBWA Annual Business Conference and Trade Show at the Hyatt Regency in Orlando, November 9-12, 2020.**

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.

2020 Route Salesperson of the Year

Rules

General Rules

- Entry fee: There are no entry fees for IBWA's awards program.
- 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 2019:
 - **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 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.
- Video Option
In place of the brief narrative describing the achievements of the nominee (see last page of this document), nominators may provide a 3-minute (or less) video describing why the nominee is deserving of the Route Salesperson of the Year award. Provide the video to IBWA in either .mov or .mp4 formats. Videos can be emailed to ctorres@bottledwater.org. (Note: Email attachments larger than 10 MB are not accepted by IBWA's office email Outlook system. You may have to use a service such as Hightail.com to email the file.)

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 September 7, 2020. 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 winners will receive a monetary award of \$1,000 along with a certificate of recognition. IBWA's Route Salesperson of the Year will be announced at the General Session during **the 2020 IBWA Annual Business Conference and Trade Show at the Hyatt Regency in Orlando, November 9-12, 2020.**

2020 Route Salesperson of the Year *Award Nomination Form*

Deadline for all entries is June 19, 2020. Please type or write all information clearly. Calculate data for the nomination form on a one-year period. Please indicate time period here: from ___/___/2018 to ___/___/2019. (Note: The “to” or “end” date must occur in 2019.)

Name of Nominee: _____

Name of Company: _____

Submitted By/Title: _____

Email Address: _____

Address: _____

City: _____ State: _____

Country: _____ Zip/Postal Code: _____

Phone: _____ Fax: _____

Submit Entries

Submit entries two ways:

- Via email to Chris Torres: ctorres@bottledwater.org
- Via mail to IBWA headquarters:

2020 IBWA Route Salesperson of the Year Award
IBWA
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 million

Questions

If you have questions, contact IBWA Communications Coordinator Chris Torres: 703.647.4608 or ctorres@bottledwater.org.

Deadline for Entries

Entries will be accepted any time up until June 19, 2020.

Number of Customers

- _____ Commercial Rental
- _____ Commercial Water Only
- _____ Residential Rental
- _____ Residential Water Only
- _____ Coffee/Allied Products
- _____ Total Customers
- _____ Total "New Sale" Customers (includes water only, bottled water coolers, POU coolers, coffee customers)

Performance/Sales

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

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)? _____

