



2012 Nomination Requirements

Entry Deadline: December 1, 2011

See reverse.

The Distinguished Marketing and Sales Awards (DMSA) is the profession's premier honor to acknowledge excellence and provide community recognition for outstanding sales and marketing achievements. Selection criteria is based on the demonstration of the highest business, professional and ethical standards.

The DMSA Annual Awards Banquet will be held Thursday, February 23, 2012, at the InterContinental Hotel, 9801 Carnegie Avenue in Cleveland where the 2012 Business Executive of the Year, Paul Matsen, Chief Marketing & Communications Officer from Cleveland Clinic and the 2012 DMSA recipients will be honored in a gala event.

The Selection Committee consists of experienced, non-partial business professionals. Decisions are announced in early December.

The DMSA nomination requirements are simple, but *all elements are required* for the candidate to be considered. Answer the following questions in detail:

- Nominee's type of business
- Description of job, supervision and/or leadership responsibility
- Outstanding sales and/or marketing achievements
 - Exemplary leadership and management
 - Innovative strategies and tactics
 - Extraordinary sales results
- Strong community and professional involvement

By December 1, 2011, mail or e-mail: Detailed answers to the above questions The nominee's resume and biography And this completed form to:



P.O. Box 16839 • Cleveland, Ohio 44116
Ph: 216-767-5951 fax: 216-767-5961 • director@smecleveland.com • www.smecleveland.com

DMSA

Distinguished Marketing & Sales Awards

Nominee _____

Title _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ E-mail _____

Nominator _____

Title _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ E-mail _____

Is the nominee aware of this nomination? _____



P.O. Box 16839 • Cleveland, Ohio 44116
Ph: 216-767-5951 fax: 216-767-596 • director@smecleveland.com • www.smecleveland.com