



LEASING CONSULTANT OF THE YEAR

Must have 6 months of leasing experience to be considered for this award

Name of Nominee: _____

Management Company: _____

In this section below, please mark an "x" next to the correct answer

1) How many years has this Leasing Consultant been employed in the apartment industry?

- 1 year
- 2 – 4 years
- 5 – 7 years
- 8 + years

2) How many years has this Consultant been in their Present Position?

- 1 year
- 2 – 4 years
- 5 – 7 years
- 8 + years

3) Designations Earned (check all that apply)

- CAM Year: _____
- NALP Year: _____
- CPM Year: _____
- Other, please list _____

4) Has this Candidate been involved in IAA or participated in property projects related to IAA within the last year? (Please mark an "x" next to all that apply)

Committee Involvement (Please list Committee(s))

Attended an Education Seminar

How Many: (0-5) (5 – 10) (Over 10)

Attended Annual IAA Convention

5) What is this candidates closing ratio?

- Below 40%
 40 – 60%
 60 – 75%
 Over 75%

6) Number of units at the property?

- 1 – 100
 101- 250
 251-750
 Over 750
 Multiple sites

Government subsidized Conventional Both

7) What is the current occupancy at this candidate's property?

- 70 – 75%
 75 – 80%
 80 – 85%
 85 – 90%
 90- 95%
 95 – 100%

Please complete the following questions on a separate piece of paper (neatly typed)

8) Please give an overview of this candidate's job responsibilities?

9) How does this candidate help generate traffic to their community?

10) What do you feel this candidate's role is in Resident Retention?

11) Give examples of exemplary customer service this candidate has shown to residents or potential residents?

12) Why do you feel this person should be considered for this award?

RETURN TO IAA BY AUGUST 15, 2010

When completing the enclosed form, please include the following:

- **Typed or clearly printed responses**

Please mail entries to

IAA Awards Committee • 9100 Keystone Crossing, Suite 725 • Indianapolis, IN 46240