

SALES & SERVICE EXECUTIVE OF THE YEAR AWARD APPLICATION:

Name and Title:

Nominated by (name, title, email and direct phone):

Firm Name and Address:

Award Criteria:

- 1) Please describe, in 1000 words or less, a situation that defines a specific achievement accomplished during the previous or current calendar year when the sales professional played a crucial leadership role in retaining or growing firm revenue. For example:
 - Retaining an “in jeopardy” client.
 - Executing a successful client-facing program (client interviews, client teams, service excellence, or similar client-facing initiative or culture-changing strategy).
 - Developing a substantive new client relationship from contact with the prospect through client acquisition.
- 2) Briefly describe the Goals and Objectives.
- 3) What role did the sales professional play?
- 4) What were the quantifiable outcomes?
- 5) Other comments regarding your submission. You may attach visual charts, spreadsheets or supporting documentation.
- 6) You must also be a full time, in house law firm professional to be eligible.

Submitting Nominations: Nominations may be submitted in writing, 1,000 words or less, or by scheduling a phone interview.

Submission Deadline: On or before April 2017.

Please submit your application submission to Kirsten Lovett (klovett@legalsales.org) or mail to the address below.

Submission Fee: \$99.00 - Please pay with credit card or send your check to:

Legal Sales and Service Organization
P.O. Box 1572
Manchester, MA 01944

Winning Team will receive a 1-year membership to LSSO, bragging rights and an elegant glass trophy to display at your firm. Winners will be announced at LSSO’s 14th Annual RainDance Conference.