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SALES & SERVICE EXECUTIVE OF THE YEAR AWARD APPLICATION

15th Annual RainDance Conference June 6 - 7, 2018 in Chicago, IL

Name and Title:

Firm Name and Address:

Nominated By (name, title, firm name, email and direct phone):**Award Criteria**:

1) Please describe, in 1000 words or less, a situation that defines a specific achievement accomplished during January 1, 2017 – December 31, 2017 when the sales professional played a crucial leadership role in retaining or growing firm revenue. Sales professional is defined as a business development professional, or CMO who is also in charge of sales/business development.

   Examples include:

   - 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 through the client acquisition phase.

2) Briefly describe the program's 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.

Nomination Requirements:

Nominations must be submitted in writing -- 1,000 words or less.

Nominees must be an in-house law firm professional(s).

Submission Deadline: On or before February 15, 2018.

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 Executive will receive a free registration* to RainDance 2018, a one-year membership to LSSO, **an award to display at your firm, and badge for digital/print use.** Winners will be announced at LSSO's 15th Annual RainDance Conference June 6 - 7, 2018 in Chicago, IL. The winning executive may be asked to participate in a Q&A discussion about their achievement.

*Registration is non-transferable.

Questions: Please Contact
Beth Miller
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