



Sales Executive of the Year Awards

saluting cable sales leadership

The CableFAX Sales Executive of the Year Awards recognize sales forces across cable who work tirelessly behind the scenes to drive revenue and keep our dynamic marketplace growing and business moving forward. CableFAX honors the distinguished leaders who set the bar. CableFAX will salute the winners and honorable mentions during an awards luncheon in Spring 2012 in New York City.

Deadline: February 3, 2012

More Information: www.CableFAXSalesAwards.com

Enter as many categories as you like but please tailor your entry to the category you are entering.

- Sales Person of the Year (VP and above)
- Sales Person of the Year (Below the VP level)
- Sales Team of the Year
- Most Creative Sales Pitch
- Rookie Sales Person of the Year
- Affiliate Sales Person of the Year (VP and above)
- Affiliate Sales Person of the Year (Below the VP level)
- Launch Team of the Year

- Brand Integration Team of the Year
- CableFAX Sales Hall of Fame

NEW Out of the Box Categories:

- The Relentless
- The Renewer
- The Woo-er
- Best Internal Sales Contest
- Most Creative Program Sold to Client

Compiling Your Entry (Visit www.CableFAXSalesAwards.com for full details)

What to Send

At the beginning of your two page synopsis, include the following information for all categories:

- Category entered • Title of entry • Key contact for entry • Organization submitting entry • Budget

Synopsis should include:

- Areas of Responsibility • Specific Successes (include metrics) • Sales or Leadership Hurdles/Challenges Overcome • Description of your Best Client Relationships • Testimonials and References, if you have them • Supporting materials as necessary

How To Enter: Use this form or visit www.CableFAXSalesAwards.com for additional category information and to enter online.

Mary Lou French
 CableFAX SEOY Awards
 Access Intelligence
 4 Choke Cherry Rd, 2nd Floor
 Rockville, MD 20850

Deadline: February 3, 2012
Late Deadline: February 10, 2012
Event: Spring 2012

Entry From (All information required)

Title of Entry/Name of Entrant (as you'd like it to appear on your award if selected): _____

Company and/or Client: _____

Contact Name of person submitting entry Job Title: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone of Contact: _____ Fax of Contact: _____

Email Address (Required): _____

Entry Fees

- Primary entry: \$300 each \$300 each \$ _____
 - Secondary entry of same campaign** into one or more categories: \$199 each \$199 each \$ _____
 - Late entry fee: \$199 per entry \$199 each \$ _____
- (for entries sent between February 4, 2012 and February 10, 2012)
- Total \$ _____

Payment Options

- Check (payable to Access Intelligence/CableFAX) Money Order
- Mastercard Visa Discover American Express

Credit Card # _____

Exp. _____

Print name of card holder _____

Signature _____

Entry fees are not refundable.

Access Intelligence Federal Tax ID#: 52-2270063

www.CableFAXSalesAwards.com

The awards are presented by the most trusted information source in cable: CableFAX Daily and sister brand CableFAX: The Magazine.

Questions? Contact Awards Coordinator Mary Lou French at 301-354-1851; mfrench@accessintel.com.

Sponsorship Opportunities: Debbie Vodenos at 301-354-1695; dvodenos@accessintel.com.