

NEMMYS

THE NEMMY AWARDS

A CELEBRATION OF THE POWER PACT



Last year, we introduced the Power Pact, an initiative with a common focus: reaching customers with better products, solutions and services, and a common goal: Exponential Growth. This year, we're celebrating those who are embracing the pact and working to energize their connections with the Nemmy Awards at **NEMRA 18** in San Diego.

REP'S CHOICE AWARD ENTRY FORM

Entry Due: Friday, January 12th, 5 p.m. EST

This award recognizes the manufacturer that uses the Power Pact to continually improve their value proposition to their sales force and customers.

NOTE: Rep Agency Name is Nominating Manufacturing Name

STEP 1: Nominator Information

■ Rep Agency/Company Name

- ☐ [Name] _____
- ☐ [Title] _____
- ☐ [Email] _____
- ☐ [Telephone Number] _____

STEP 2: Nominee Information

■ Manufacturer/Company Name

- ☐ [Name] _____
- ☐ [Title] _____
- ☐ [Email] _____
- ☐ [Telephone Number] _____



28 Deer Street, Suite 302 • Portsmouth, NH 03801 • (914) 524-8650 • nemra.org
© 2017, National Electrical Manufacturers Representatives Association



REP'S CHOICE AWARD
ENTRY FORM, Cont.

STEP 3: Provide Supporting Proof

Using the following criteria, describe how the manufacturer you're nominating generates superior performance by:

- Communicating company strategy and value proposition to their sales network
- Providing superior levels of sales-enablement tools and service support
- Utilizing fair and equitable compensation models to drive sales growth
- Demonstrating understanding and respect of rep value by CEO/top leadership
- Investing in new products, support tools, technology, and process improvement

Include visuals (tools, documents, screen grabs of websites, etc.) that support your award submission.

Describe and provide examples:

Email award entry and supporting documents to: khooper@nemra.org

Questions? Contact Kirsty Stebbins at **914.524.8650**.

