

SALES & SERVICE TEAM OF THE YEAR AWARD APPLICATION:

Team Member Names and Role at the Firm:

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

Firm Name and Address:

Award Criteria:

- 1) Please describe a situation that defines a specific sales achievement accomplished during the previous or current calendar year when the sales team played a crucial role to help retain or grow firm revenue. Specific examples include:
 - Retaining an “in jeopardy” client.
 - Growing a client by introducing other firm members to the client who represent another practice area of the firm;
 - Successfully leading a client team and creating a sustainable model for the firm team program and growing either:
 - Relationships at the client and/or
 - Revenue opportunities from the client.
 - 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/BD Team 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.