

Corpus Christi Apartment Association Awards Questionnaire

**Vendor Person of the Year**

*Congratulations on your CCAA Industry Awards Nomination*

To receive the most accurate total score, each of the following sections must be answered completely. Answers to the open-ended questions must be submitted on a separate sheet of paper and attached to the original form. Please restate the question before your answer and include your property name on the additional pages(s). **Please email your completed questionnaire to [admin@ccapartments.org](mailto:admin@ccapartments.org).**

All judging will be done by Executive Directors of other Apartment Associations.

Name:

Company:

- 1. What sets you apart from other Vendors?**
- 2. Over the last year, what crisis or disruption did you overcome?**
- 3. List 5 skills you define as the most important to your success as a sales person, and rank each of these skills in order of importance.**
- 4. How would you handle a conflict with an unhappy customer?**
- 5. What do you think is the most important skill to selling?**

Signature \_\_\_\_\_ Date \_\_\_\_\_