

# 2008 Sales Book Award Entries

## Rules and Instructions

- Any publisher or author may enter books with scheduled publication dates between June 1, 2005 and December 31, 2008. These may be submitted as finished copies, if available. Proofs, bound galleys, and bound manuscripts are also acceptable.
- Entry forms must be postmarked no later than September 30, 2008.
- You are urged to send books, bound galleys, or bound manuscripts AS EARLY AS POSSIBLE.
- An official nomination registration form can be downloaded from the Sales Book Awards website. This registration form must be completely filled out and placed inside the front cover of the nominated book and mailed to the address above.
- A sales book may be entered in one or more categories.
- Nomination fee for the first category in which a sales book is entered is \$75. The nomination fee for each additional category in which the same book is entered is \$25. A book may be entered in up to five categories.
- Nominate online and pay by credit card.
- Nominate by mail and pay by money orders or check made out to: **Sales Book Awards**

*Publisher and author agree that the decision of the Sales Book Awards and/or the judges will be final as to all matters, including eligibility, timeliness of submissions, and compliance with these entry rules and the awards.*

### **Nominating Categories:**

- 01** General Sales (open category)
- 02** Sales Leadership/Sales Management
- 03** Sales Motivation
- 04** Sales Method/Process
- 05** Prospecting (includes networking, cold-calling, referrals)
- 06** Presenting/ Public Speaking
- 07** Industry Specific (pharmaceutical, real-estate, etc)
- 08** Marketing Books Relevant To The Sales Profession
- 09** Classic Sales Books (must be published before June 1, 2005)
- 10** E-Books – must be published and available for download online.

### **Eligibility Criteria:**

- Judges consider only sales books that fall into one of eligible categories.
- The sales book may be written by anyone, regardless of their citizenship.
- Sales book may be published in any country.
- Sales books must be published between June 1, 2005 and December 31, 2008. (The only exception is for the Classic Books category)
- Only publishers and authors can nominate books for the Sales Book Awards, although panel chairs can request books not already nominated.
- Books must be written in the English language to be eligible for nomination.
- In the event of a dispute as to eligibility, the Sales Book Awards committee will decide whether a book is eligible, and their decision will be binding.
- E-Books must be published on the internet and must be available for download in an active URL at the time of judging. The E-Book must be downloadable as a PDF file.

### **How To Enter**

#### **Online Option 1:**

1. Fill out the online form application at [www.salesbookawards.org](http://www.salesbookawards.org) and pay online with credit card.
2. Mail in (3) three copies of each book nominated with the *Proof of Entry* receipt folded inside the front cover of each book.
3. Mail books to: (note all packages must be postmarked on or before September 30, 2008)

**Sales Book Awards**  
1726 SE 44<sup>th</sup> Terrace  
Cape Coral, FL 33904

#### **Mail In Option 2:**

1. Download the registration form (PDF file) at [www.salesbookawards.org](http://www.salesbookawards.org)
2. Complete the form in its entirety
3. Mail in (3) three copies of each title nominated with a copy of the completed registration form inside the front cover of book.
4. Place a check or money order in a separate envelope with an original copy of the entry form. Make checks out to **Sales Book Awards**.

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## SALES BOOK AWARDS ENTRY FORM

(online registration available at <http://www.SalesBookAwards.org>)

### Title Information:

Title

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Author

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ISBN

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Category(s) Entered (You may enter up to five categories, please list category numbers)

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### Entry Fees:

First Category: \$75  
Additional Categories: \_\_\_\_\_ x \$25 = \$ \_\_\_\_\_

Total: \$ \_\_\_\_\_

(All Fees to be submitted in U.S. Funds/ check or money order – Please send three copies of each title entered)

### Contact Information:

Contact Person Name: \_\_\_\_\_

Contact Person Email: \_\_\_\_\_

Company/Publisher: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Postal Code: \_\_\_\_\_

Telephone: \_\_\_\_\_

### Shipping and Payments:

**Method of Payment:** Check in U.S. funds payable to *Sales Book Awards*  
Please fold a copy of this entry form and insert into the front cover of each book submitted

Ship (3) three copies of each title with entry fee(s) and entry form(s) to:

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