

50TH ANNUAL
HSMA

HAWAII SALES AND MARKETING AWARDS



Sponsored by
Sales & Marketing Executives
International
Honolulu Chapter



SAVE THE DATE TO RECOGNIZE YOUR TOP PRODUCERS!

The 50th Annual Hawai'i Sales and Marketing Awards
Wednesday, May 19, 2010
Hawaii Prince Hotel, Mauna Kea Ballroom
11:30am

This amazing event allows companies like yours, to recognize the outstanding achievements of your sales and marketing professionals. Study after study shows that recognition is the top motivator for sales and marketing people even ahead of money! And, we all know how an inspired sales and marketing force increases that bottom line!

Please take a moment to read the list below of the outstanding honors our 13 winners received this year and imagine how empowered your sales and marketing team will feel to have the opportunity to walk down that red carpet to receive their special trophy in 2010.

- A framed commendation from Governor Linda Lingle presented personally to each winner
- Special recognition at the HSMA luncheon
- All winners featured in a full page congratulatory ad in The Honolulu Advertiser
- A private "winners only" workshop with a past Salesperson of the Year (SPOY) recipient.
- A Pam Chambers Presentation Workshop
- The coveted Hawai'i Sales and Marketing Award trophy

The above recognition package not only provides great motivation for your sales team or individual, but also provides additional exposure for your company, all for an investment as low as \$500.

The best part of our program is you. As a sales and marketing manager, you set the goals and you determine who receives this prestigious honor. You may choose a single winner or a group of winners from your sales and marketing team. We urge you to start planning your team incentives now. Many companies use their current incentive plans and add this event as an additional reward and others set up a special sales and marketing program around the HSMA award.

We look forward to your company's participation this year. If you are interested in participating or have additional questions, please do not hesitate to call our Executive Director, Stephanie Uyeda at 942-7000. More information will follow, however, participants are limited so you will want to reserve your space far in advance.

Honolulu Publishing Company, Ltd.

Motivation

“Honolulu Publishing Company has used the DSMA recognition for years to reward our sales team members who achieved their sales goals in the previous year. They love the public recognition as well as the cheers and applause of their co-workers when they receive their Awards. Recognition is the greatest motivator and our staff is energized and motivated to “Win” again next year or just to “Win” if they didn’t the year before. The DSMA helps our sales effort and our bottom line.”

Jim Myers
Past President



Honolulu Publishing Company Ltd. VP of Group Publishing, Winona Higashi, with award winners Maurina Borgatti and Chris Sold



Jim Myers with Keali'i Fisetto, 2009 DSMA co-chairs

Oceanic Time Warner Business Class

Pinnacle of Recognition

“Oceanic Time Warner Business Class has participated in the SMEI Hawai'i Sales & Marketing Awards since 2002. The winner is the top sales person for the previous year's sales objectives. Past winners love being recognized amongst other sales professionals. They feel appreciated and acknowledged for their tireless efforts at being the best. The Hawai'i Sales & Marketing Awards is the “pinnacle” of recognition for our sales staff.”

Keali'i Fisette
Business Class Sales Manager



Oceanic Time Warner Cable Business Class Sales Manager, Keali'i Fisette and award winner Hone Stone



We rolled out the red carpet for the awardees!

Ameriprise Financial Services, Inc.

Acknowledgement

“DSMA was a great opportunity for Ameriprise to reward our top sales people and leaders in our office. In such a tough year in the economy, it was a great way to acknowledge the hard work that our advisors were putting in to help our clients. Also, to be recognized at an event like DSMA, with the red carpet treatment that the winners receive, made it even more special to our recipient. While our company has a great national recognition program, I think it is even more memorable to our winner to be recognized as one of the top sales people in Hawaii at DSMA!!!”

Homer S. Smith IV
Field Vice President



Ameriprise Financial Services' Financial Planner Val Schmidt, with award winner Guy Fujishige



Eddie Flores, 2006 SPOY recipient and Pam Chambers, “Winners’ Workshop” Presenter

The Honolulu Advertiser

Excellence

“As a major sales and marketing industry employer, The Honolulu Advertiser is constantly searching for ways to recognize our top performers. SMEI and the HSMA program allow us to publicly honor those individuals that have excelled in their field, and perpetuate excellence and accomplishment in sales and marketing. The HSMA award has become the highest honor that can be earned on our team.”

Clint Schroeder, MBA, CME, CSE
 Vice President of Advertising



The Honolulu Advertiser President and Publisher, Lee Webber with award winner, Colleen Tessler



The Hawai'i Sales and Marketing Award can be awarded to an Individual or a Team

THE INDIVIDUAL AWARD PACKAGE

- The Hawai'i Sales and Marketing Award Trophy
- Commendation from Governor Linda Lingle
- Gift Basket
- A Pam Chamber's Presentation Seminar
- Featured in congratulatory full-page ad in the Honolulu Advertiser
- Luncheon Awards program recognition
- 2 lunches at the Award Program
- "Winners Only" workshop with a past Salesperson of the Year recipient

Investment: \$500

THE TEAM AWARD PACKAGE

- Individual Hawai'i Sales and Marketing Trophies
- Commendations from Governor Linda Lingle
- Gift Baskets
- A Pam Chamber's Presentation Seminar
- Featured in congratulatory full-page ad in the Honolulu Advertiser
- Luncheon Awards Program Recognition
- Lunch provided for team
- "Winner's Only" workshop with a past Salesperson of the Year recipient

2-person team investment: \$700

3-person team investment: \$850

SEATS

- Additional seats at the luncheon for participating companies are \$35 per seat. (\$10 savings!)
- Individual seats are \$45. (Members & non-members)

FULL PAGE AD IN PROGRAM

Available for only \$400!

Size: 5 x 8

Format: EPS, TIFF, JPEG, PDF

Email electronic files to stephanieuyeda@hawaii.rr.com

RESERVE YOUR TABLE & AD SPACE BY COMPLETING THE REGISTRATION FORM ON THE BACK OF THIS BROCHURE AND FAX/MAIL TO SMEI.
AWARD SPACES ARE LIMITED. SIGN UP TODAY!

REGISTRATION FORM

INDIVIDUAL AWARD CATEGORY

	Cost	Quantity	Total
Individual Award (includes 2 lunches)	\$500		\$

TEAM AWARD CATEGORY

	Cost	Quantity	Total
2 person team (includes 3 lunches)	\$700		\$
3 person team (includes 4 lunches)	\$850		\$

Winners receive a \$10 savings on additional seats purchased! (10 seats per table)

	Cost	Quantity	Total
Additional seats (Winners special)	\$35		\$
Individual seats (All others)	\$45		\$
FULL PAGE AD: 5" x 8"	\$400		\$

Company _____

Contact _____ Title _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Email _____

Company name for table sign _____

Fax : (808)942-7005

Mail to: SMEI International Honolulu, Post Office Box 61172, Honolulu, HI 96839

For additional information, call the SMEI Honolulu office at (808)942-7000