

# 2014

## The World Ticket Conference *Member Awards Ballot*

We are pleased to announce 2 new awards in addition to the President's, Branton Humanitarian and Longevity Awards that will be presented at the 2014 World Ticket Conference. The new awards are: The Outstanding Broker to Broker Award, and the Visionary Award, descriptions for both are below.

These awards will be nominated by the NATB Membership and sent to NATB Headquarters, the nominations will be tallied and the broker with the most nominations will win the award.

**The Deadline for all Nominations is June 20th, 2014, so act fast!**

### Jeff Branton Humanitarian Award

This award should be presented to the broker who has demonstrated leadership in the area of philanthropic work. This broker has been active in donating tickets, fundraising, making in kind donations, volunteering hours, and giving back to charities in the community in which they live.

This recipient will embody the spirit of giving back and strengthened the image of the NATB and its members through their actions.

  
  
  

### Outstanding Broker to Broker Award

Do you know a Broker who follows these 7 steps? Do you like to work with a Broker who is always courteous? If so, nominate them for the Outstanding Broker to Broker Award.

*Here is a list of criteria to help nominate that Broker.*

- 1) Answers their phone.
- 2) Doesn't make promises unless they are willing keep them.
- 3) Listens to customers.
- 4) Deals with complaints.
- 5) Is always helpful - even if there's no immediate profit in it.
- 6) Trains their staff (if they have any) to be helpful, courteous, and knowledgeable.
- 7) Takes the extra step.

  
  
  

### Visionary Award

This award will honor individuals for their achievements as business owners and leaders in secondary market. What visionary leaders do is to build an accurate conceptual model of the future based on their keen understanding of the present. And then successful visionary leaders bring that model into reality, creating the future. The qualities of visionary leaders include openness, imagination, persistence, and conviction. If you know a ticket broker in the business like this please nominate them for NATB's Visionary Award. *(It must be a ticket broker and member of NATB)*