

the Paint  
**contractor's**  
**Contractor**  
of the **YEAR**  
**2011**



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Winners announced in  
the September 2011 Issue!

# 2011 Award Entry Form

Nominate yourself for *The Paint Contractor's* 2011 Contractor of the Year Award Sponsored by Kilz. Please complete the following questions and fax this back to Jerry Rabushka, Editor, at 314-984-0866 or e-mail your entry to [jrabushka@paintdealer.com](mailto:jrabushka@paintdealer.com) no later than Monday, August 1st. If you have any questions about this award, please call Jerry. **Note:** This competition is open ONLY to paint contractors in the U.S. and Canada.

Company Name:		
Contact Name:		
Owner:		
Main Address:		
City:	State:	ZIP:
Phone:	Fax:	
E-mail:		
Years in Business:	Number of Employees	
Web site:		

We're going to judge you on the details of your best Project from the last year. Please give us all the details of one of your best projects. Make sure the Project took place after January 1, 2010. In your entry, you need to make sure the following details are covered:

Describe the Project in detail—square footage, coatings used, tools used, time spent, etc.

What challenges did you face and how did you overcome them?

Describe your prep and priming process. Explain how you dealt with the existing surface, what primers you used and how, and what tools you used.

Describe your customer service on this Project. How did you find the customer? How did you work with the customer—did you just do what they asked or did you work with them to arrive at a solution; for example, did you use your experience and expertise to offer higher-end coatings or additional services or even Green products?

Was the Project successful? Was the client satisfied? Why? Do you expect to get more business from them in the future?

What kind of follow-up have you done? Did you return to see how the Project has held up? Have you solicited new business from this client?

Attach as many pages as you like. Also, please feel free to forward other press or marketing information on your company—testimonials, press releases, etc.— that you'd like the judges to consider.

Thanks in advance for your cooperation...and good luck! All entries are judged by the staff of *The Paint Contractor* and any industry experts we choose to add to the judging. All decisions of the judges are final.