



President's Roundtable & Sales Awards Policy

The purpose of the President's Roundtable and Sales awards are to provide individual members with an opportunity for additional recognition amongst their peers. While individual achievement is being recognized the ultimate goal of programs and events held by the association is to create the best prepared member with the highest standards.

General:

All applications must be completely and accurately prepared. By signing the application both the applicant and the broker warrant that all transactions were closed while the applicant was a primary REALTOR® member of the West Maricopa Country Regional Association of REALTORS®, Inc. (hereafter called WeMAR) and that all transactions and computations are submitted in compliance with these rules. WeMAR understand that agents from time to time in their career may switch companies. In the event an applicant submits an application containing transactions closed while the applicant was associated with another WeMAR broker, the signing broker warrants that inquiries to the appropriate brokerage company or other method were used to verify the accuracy of the applicant. Applicant must be a current active member in good standing with WeMAR.

Contest Period:

The contest period for each application is January 1st thru December 31st. All reported transactions must have closed escrow during the period starting January 1st and ending December 31st. Volume will apply if they were closed during this period. Awards are to be presented at the Awards ceremony to be held late first quarter or early second quarter of the following year.

Property Requirements:

Properties must be located in the state of Arizona and must include: Closing Date, MLS# (if applicable), Escrow Number if no MLS #, Property addresses, Listing Broker or Company, Listing Agent(s), Selling Broker and Sales Agent(s), Sales Price, Agent Sides, and Agents Volume; Or ARMLS activity printout if applicable.

How to Figure Gross Volume

The Awards are based upon the gross volume (sales price – regardless of commission splits) recorded by the broker as a direct result of your sole, personal efforts.

EXAMPLE: The entire volume (sales price) on a home sale is \$30,000.00; this is the broker's recorded volume.

1. You listed it AND you personally sold it. Your recorded volume would be \$60,000.00.
2. You listed it BUT a sales person in your office or another firm sold it, your recorded volume is \$30,000.00
3. Someone from your firm (or another firm) listed it and you sold it, your recorded volume is \$30,000.00
4. You co-listed it with someone else, and a third agent sold it, your recorded volume is \$15,000.00
5. Three agents co-listed it, and someone else sold it, your recorded volume is \$10,000.00. These same rules apply if you have splits on the selling side.

Referrals:

You may take dollar volume equal to the percentage of the referral fee paid to you broker. You refer a prospect who sells or buys a \$100,000.00 home, your broker receive a 20% referral fee; you may take \$20,000.00 in volume. (Only with referrals, property may be located anywhere.)

Sales Award Categories:

The following categories are created for sales awards

Bronze Volume	\$2 million - \$6 million
Silver Volume	\$6 million - \$10 million
Gold Volume	\$10 million - \$14 million
Platinum	\$14 million - above

All sales award winners will receive a certificate of recognition for achievement of the award based their level of achievement. If an award winner would like to pay an additional fee the certificate will be changed to a plaque recognizing that achievement.

Special Recognition Categories:

Top Producers in each of the following categories receive special recognition awards

- Top Residential Individual Volume Producer
- Top Residential Team (1-4 members) Volume Producer
- Top Residential Team (5 or more members) Volume Producer
- Top Land Individual Volume Producer
- Top Commercial Individual Volume Producer
- Rookie of the Year

Plaques will be given to all producers in the special recognition award categories.

Rookie of the Year

One Rookie of the Year Award based on dollar volume will be given. Rookie of the Year shall included sales concluded in the first 12 months of his or her license and as a WeMAR member, and may include all sales from date of license, even if they were in the year preceding the current contest year.

President’s Roundtable Membership:

The top 10% of all producers in all categories qualify for current year President’s Roundtable membership.

Once a member has been awarded the President’s Roundtable award 3 times that person becomes a Life Member of the President’s Roundtable and are no longer eligible for additional President’s Roundtable awards although they are encouraged to continue to apply for and receive the sales awards if eligible. Members who have achieved this status from either the Glendale-West Maricopa Board of REALTORS® or the Lake Pleasant Regional Association of REALTORS® are grandfathered in either as a lifetime President’s Roundtable Winner or for the number of years that they have been awarded that distinction.

Special awards will be given to all presidents’ roundtable award winners.

Residential Awards

For inclusion into the residential award category all application shall include properties of one to four units, single-family residential and new construction units. The appraised value of the improvements for tax purposes must be greater than the land value.

Land Awards

For inclusion into the land award category all applications shall include land the appraised value of which must be greater than the value of any improvements for tax purposes.

Commercial Awards

For inclusion into the commercial awards category all applications shall include properties single-family residential properties over four units and all other commercial type units.

Members of a team

Team member must decide if they would like to win an award as a member of a team or as an individual. A member is ineligible for both. If any member of a team applies for a team award all individuals are therefore ineligible for individual awards.

If a member of a team it is assumed that all volume is co-listed or co-sold and must be recorded as such.

Present To Win:

Award recipient must be present to win.

NO Refunds:

Upon receipt of an application and affiliate fee no refunds are given.

Additional Information:

All applications must be signed and an active email address must be included before the deadline to verify receipt of same. Confirmation that your application has been received and of the volume and sides will be included in a email.

If committee contests an application, agent shall have 48 hours to correct. Committee may request copies of any document(s) necessary to verify accuracy to enter any category.

If you have any questions, please re-read all the above before calling the Association Office, if you still don't have an answer please don't hesitate in calling. Have a special situation? If it's a closed sale while you were a primary REALTOR® member of WeMAR and your designated broker is currently a primary or secondary member of WeMAR, and if the property is located in ARIZONA, it probably qualifies. Please asterisk (*) any special situation and give an explanation if you are unsure of a transaction's acceptability.