



Salesperson of the Year Application

Nominee Name Code _____

Office Use

➤ Important things to remember:

1. Application should be typed on form provided.
2. Complete each item as much as possible. If needed, attach additional documentation to reinforce the nomination.
3. Submit this application by **deadline February 8, 2019**, via mail or in person to: Blue Ridge Association of Realtors®, Inc., 181 Garber Lane, Winchester, VA 22602 **or Email to: awards@brarva.com** Please place "Awards Application" in subject line.

Purpose To recognize and bestow an award for remarkable achievement of a REALTOR® whose hard work and devotion to his/her profession, through accomplishments.

Criteria Individuals who have been a member of the Blue Ridge Association of Realtors® in good standing for at least 3 years prior to nomination with active participation with local association and civic accomplishments. The award is based on a combination of volunteer activities and points awarded for production volume. Eligibility and points in each category are not required; the award is judged on the overall points accumulated. Volume productivity follow follows the Volume Awards rules/criteria. **Previous winners do not qualify for re-nomination.**

Name of Nominee: _____

Firm: _____

Phone #: _____

Nominator: _____

Nominator Email & Phone #: _____

Is this nomination being submitted without the knowledge of the nominee? Yes No

PLEASE DO NOT USE THE CANDIDATE'S NAME OR COMPANY NAME ON THE FOLLOWING FORMS.

EACH CANDIDATE IS JUDGED ANONYMOUSLY.

*BRAR reserves the right to also use this information for awards applications for VR & NAR in the future.

Salesperson of the Year Award

Eligibility period - January 1 to December 31 of each year.

PLEASE PROVIDE AS MUCH INFORMATION AS POSSIBLE.

1. Professional Knowledge 25 points

a. Indicate what the salesperson has done to improve his or her knowledge of the Real Estate Profession. (Example: courses of instruction completed, seminars attended, is he/she a GRI or presently attending the Institute, etc.)

b. Indicate if the candidate attended the VAR's Professional Standards Procedure Seminar in the two years preceding nomination. Yes No

c. Has the nominee attended a professional standards or agency seminar within the past 12 months?
 Yes No

2. Indicate the nominee's participation in local Association activities. 20 points

a. During the year of eligibility:

b. Prior to year of eligibility:

3. List nominee's noteworthy community involvement 10 points

REALTOR® Salesperson of the Year Award

- 4. Indicate sales and leasing activity.** Provide information from January 1, through December 31, in the year you are applying. (Subject to audit by Awards Committee)
45 points

Is this nominee an? INDIVIDUAL TEAM

If a member of a Team, please only report volume attributed to the applicant.

- a. Total number of listings sold: _____
- b. Total volume of listings sold: _____
- c. Total number of sales: _____
- d. Total volume of sales: _____
- e. Total number of transactions: _____
- f. Total volume: _____
- g. Number of residential leases: _____
- h. Annual \$ of rent income: _____
- i. Number of commercial leases: _____
- j. Annual rent volume: _____

- 5. Please explain why this candidate deserves this award.**

- 6. Contributed to RPAC?** YES NO