

West and SouthEast REALTORS® of the Valley – Sales Awards Policy

The purpose of the President's Roundtable and Sales Awards is to provide members with an opportunity for recognition among their peers & to promote activities that elevate and empower our members to growth and success.

GENERAL

All applications must be completely and accurately prepared. By signing the application, both the applicant and the broker warrant that all transactions closed while the applicant was a primary or dues-paying secondary REALTOR® member of the West and SouthEast REALTORS® of the Valley, Inc. (hereafter called WeSERV) and that all transactions and computations comply with these rules. WeSERV understands 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 WeSERV broker, the signing broker warrants that inquiries to the appropriate brokerage company or other method were used to verify the accuracy of the applicant. The applicant must be a current, active, and dues-paying member in good standing with WeSERV.

CONTEST PERIOD

The contest period for each application is January 1 through December 31. All reported transactions must have closed escrow during the period starting January 1 and ending December 31. Award winners will receive their awards at the Awards Ceremony, to be held late first quarter or early second quarter of the following year.

PROPERTY REQUIREMENTS

Properties must be in the state of Arizona, and the information submitted must include MLS number (if applicable), Escrow Number (if no MLS number), Property addresses, Sales Agent's Brokerage and Sales Agent(s), Sales Price, Agent Sides, and Agents Volume. Applicants can find these requirements listed in the Agent Listing Activity Report from ARMLS®. **Please submit your Agent Listing Activity Report from ARMLS® to prove your production volume for the fiscal year you are submitting for an award.**

The path to finding the report: Log into your flexmls® account, click on Menu, scroll to Statistics, click on Inventory and Production, scroll to Agent Listing Activity, enter the appropriate dates, include co-listing and co-selling agents, mark CLOSED only, print the report and send it along with the entry form to events@weserv.realtor. Any non-MLS sales may be handwritten on the entry application.

HOW TO FIGURE GROSS VOLUME

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

a. SALES

EXAMPLE: The entire volume (sales price) on a home sale is \$300,000.00; this is the broker's recorded volume.

1. You listed it, AND you sold it. Your recorded volume would be \$600,000.00.
2. You listed it BUT a salesperson in your office (or another firm) sold it, your recorded volume is \$300,000.00
3. Someone from your firm (or another firm) listed it and you sold it, your recorded volume is \$300,000.00.
4. You co-listed it with someone else, and a third agent sold it, your recorded volume is

\$100,000.00.

5. Three agents co-listed it, and someone else sold it, your recorded volume is \$75,000.00. These same rules apply if you have any splits on the selling side.

b. LEASE/ PROPERTY MANAGEMENT

EXAMPLE: The entire volume (total rent) on a home lease is determined by multiplying the monthly rent (\$1,000.00 per month) by the total length of the lease (12 months) for a total of \$12,000.00; This is the volume.

1. You listed the property for lease, AND no other agent represented the tenant; your recorded volume would be \$12,000.00.
2. You listed the property for lease, BUT a salesperson in your office (or another firm) represented the tenant; your recorded volume is \$6,000.00.
3. Someone from your firm (or another firm) listed it for rent, and you represented the tenant; your recorded volume is \$6,000.00.
4. You provided property management services for the term of the lease; your recorded volume would be an additional \$12,000.00.
5. You provided Property Management Services for only a portion of the lease term; your recorded volume would only be applicable for those months in the current awards year.

REFERRALS

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

SALES AWARD CATEGORIES

The categories for the sales awards are as follows:

Bronze Volume	\$2.5 Million - \$5.5 million
Silver Volume	\$5.5 Million - \$10.5 million
Gold Volume	\$10.5 million - \$15.5 million
Platinum Volume	\$15.5 million – above

All sales award recipients will receive a certificate of recognition for achievement from WeSERV based on their volume level. If an award winner would prefer to change the certificate to a plaque, please contact the Events Department at WeSERV for instructions. The winner would need to pay for the plaque separately and pay directly to our trophy company.

SPECIAL RECOGNITION CATEGORIES

The top producer in each of the following categories will receive a special recognition award plaque.

- Top Residential Individual Volume Producer
- Top Residential Team (2-4 members) Volume Producer
- Top Residential Team (5+) Volume Producer
- Top Land Individual Volume Producer
- Top Commercial Individual Volume Producer
- Rookie of the Year

ROOKIE OF THE YEAR

One Rookie of the Year Award will be given based on the dollar volume of those who apply for this category. For this event, a Rookie is a licensed agent who has not yet renewed their license for the first time with ADRE. Rookie of the Year volume shall include sales concluded in the first 12 months of them joining WeSERV, and they must have been a WeSERV member for all of those 12 months they may

include all sales from the date they joined WeSERV even if they were in the year preceding the current contest year. For instance: You received your license from ADRE and joined WeSERV in February of 2021, and you want to apply for Rookie of the year at the awards ceremony for 2021. You would count all your volume from February of 2021 through January of 2022. A Rookie of the Year applicant is eligible to participate in the volume sales awards as well. You will submit a separate entry for your volume in the current year, January- December, at no extra charge.

PRESIDENT'S ROUNDTABLE MEMBERSHIP

The top 10% of all special recognition categories qualify for current year President's Roundtable membership.

Once a member has been awarded the President's Roundtable award three (3) times, that person becomes a Lifetime Member of the President's Roundtable and is 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 West Maricopa Association of REALTORS®, 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 achieved that distinction.

President's Roundtable award winners will receive special awards.

a. RESIDENTIAL AWARDS

For inclusion in the residential award category, all applications 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.

b. LAND AWARDS

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

c. COMMERCIAL AWARDS

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

d. MEMBERS OF A TEAM

Team members 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.

Team volume is assumed to be co-listed or co-sold and listed as such.

NO REFUNDS

There are no refunds upon receipt of an entry application or luncheon fee.

ADDITIONAL INFORMATION

All entry applications must be signed and include an active email address before the deadline. Upon receipt of the entry application, an email will be sent confirming receipt and volume. The volume level will increase yearly as approved by the Governing Documents Committee.