



# Southern Maryland Association of REALTORS<sup>®</sup>, Inc.

8440 OLD LEONARDTOWN RD, SUITE 211, HUGHESVILLE, MD 20637

REALTOR<sup>®</sup>

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**To:** Members, Southern Maryland Association of REALTORS<sup>®</sup>

**From:** Awards & Special Events Committee Committee

**Re:** 2008 Awards of Excellence

**Date:** December 1, 2008

Enclosed are the official rules, procedures, and forms that need to be submitted in order for SMAR members to receive their 2008 Awards of Excellence. **Please review this information carefully and make sure you are familiar with the rules before submitting your application.**

**Please note that all applications must be received at the SMAR Office no later than Friday, January 16, 2009 to be eligible for consideration. N**

We look forward to honoring your accomplishments at the Awards Gala, **Wednesday, March 11, 2009 at the Jaycee's Hall, Waldorf, MD.**



**"The Voice for Real Estate in Southern Maryland"**

Member - National Association of REALTORS<sup>®</sup> and Maryland Association of REALTORS<sup>®</sup>

The term REALTOR<sup>®</sup> is a registered collective membership mark that identifies a real estate professional who is a member of the NATIONAL ASSOCIATION OF REALTORS<sup>®</sup> and subscribes to its strict Code of Ethics.



# SMAR A E



## General Rules

### 1. D \_\_\_\_\_:

- Written applications must be received at the SMAR Office no later than **Friday, January 16, 2009** at 5:00pm to be eligible for consideration.
- All entries will be date stamped.
- Late entries will be returned to applicant without further consideration by the Awards Committee.

**NO APPLICATIONS WILL BE ACCEPTED AFTER THE DEADLINE.  
THERE WILL BE NO EXCEPTIONS!**

### 2. M \_\_\_\_\_ E \_\_\_\_\_:

- Award applicant must hold primary membership in the Southern Maryland Association of REALTORS®(SMAR.)
- A minimum of half (50%) of all transactions (settled properties) must have occurred within the jurisdiction of the SMAR (Calvert, Charles and St. Mary's Counties).
- Applicant's office must be located within Calvert, Charles, or St. Mary's Counties.

### . M \_\_\_\_\_ D \_\_\_\_\_:

- All applicants must currently be "members in good standing" with SMAR.
- Only sales and listings settled while applicant was a fully paid member of SMAR will be considered.

### . S \_\_\_\_\_ M \_\_\_\_\_:

- Members who have served in managerial positions during any portion of calendar year 2008 are not eligible to receive awards.

### . L \_\_\_\_\_ P \_\_\_\_\_ C \_\_\_\_\_:

- 100% of listing and/or selling commission must be earned in order to receive credit for 100% of production volume.
- If more than one agent receives compensation from the listing and/or sales side of a transaction, the production must be prorated based upon the percentage of the total commission received (e.g., commission split or referral).

**Example #1:** John and Mary co-list a property for \$100,000. If the split for the commission was 60/40, John would receive credit for 60% of the transaction and \$60,000 in total dollar volume. Mary would receive 40% of the transaction and \$40,000 in volume.

**Example #2:** John lists a property for \$100,000 and sells same property for the list price. John receives credit for two transactions and \$200,000 in total dollar volume.

- This information should be noted in the "remarks" of the MRIS printout.
- No rentals are to be included in volume or in units of residential transactions.





# SMAR A E



## *Individual Residential Award Criteria*

Each award applicant may qualify either by dollar volume with a minimum number of transactions **OR** by number of transactions regardless of dollar volume. (*Applicants who operate as part of a team are not eligible for this individual award. Refer to Team Awards Criteria.*)

### B A

1 Million-1.999 Million dollar volume with a minimum of five (5) transactions,

**OR**

Completion of at least fifteen (15) settled sale and/or listing transactions regardless of dollar volume.

### S A

2 Million-3.999 Million dollar volume with a minimum of eight (8) transactions,

**OR**

Completion of at least twenty-five (25) sale and/or listing transactions regardless of dollar volume.

### G A

4 Million-5.999 Million dollar volume with a minimum of twelve (12) transactions,

**OR**

Completion of at least forty (40) sale and/or listing transactions regardless of dollar volume.

### P A

6 Million – 9.999 Million dollar volume with a minimum of twenty (20) transactions,

**OR**

Completion of at least fifty-five (55) sale and/or listing transactions regardless of dollar volume.

### D A

10 Million and over dollar volume with a minimum of twenty-five (25) transactions

**OR**

Completion of at least seventy (70) sale and/or listing transactions regardless of dollar volume.

**Mail or hand deliver applications to SMAR, 8440 Old Leonardtown Road, Suite 211,  
Hughesville, MD 20637 on or before Friday, January 16, 2009.**

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# SMAR A E



## *Commercial/Industrial Award Criteria*

- Applicants may qualify for this award with leasing and/or sales transactions for the following properties: farms, acreage, commercial, industrial, and investment properties.
- Lease commercial/ industrial properties may be included in volume by counting the gross value of the term of the lease (no credit is received for lease renewal options).
- Verification of applicant's production by broker or manager is required for application to be considered. MRIS printouts and/or broker certified agent production reports must accompany the application.

B      A      - 1 Million-1.999 Million dollar volume.

S      A      - 2 Million-3.999 Million dollar volume.

G      A      - 4 Million-5.999 Million dollar volume.

P      A      - 6 Million – 9.999 Million dollar volume.

D      A      - 10 Million and over dollar volume.

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# SMAR A E



## Team Award Criteria

Applicants may qualify with a minimum number of transactions and dollar award or with number of settled transactions regardless of dollar volume. (*Application for this award restricts eligibility for individual production awards.*)

Teams shall be defined as two or more licensed agents working together with each performing real estate related duties that require a license; i.e., listing homes, showing homes, writing contracts, etc.

**Each team member will receive a certificate and recognition at the Awards Banquet. Only one (1) award will be presented to each team.**

An agent who uses a licensed assistant to do clerical work; i.e., preparing brochures, entering listings, taking pictures, and other general clerical services, is not required to submit the licensed assistant's name for a team award.

Applicants who assist another agent on a referral basis do not necessarily constitute a team and are eligible for individual awards categories. (*Referral percentages may be noted on the application worksheets.*)

### **B A**

2 Million - 3.999 Million total dollar volume with a minimum of eighteen (18) transactions

OR

irty (30) combined settled listings and sales transactions regardless of the dollar volume

### **S A**

4 Million – 7.999 Million total dollar volume with a minimum of twenty-four (24) transactions

OR

Fifty (50) combined settled listings and sales transactions regardless of dollar volume

### **G A**

8 Million – 11.999 Million total dollar volume with a minimum of thirty (30) transactions

OR

Eighty (80) combined settled listings and sales transactions regardless of the dollar volume.

### **P A**

12 Million – 19.999 Million total dollar volume with a minimum of thirty-six (36) transactions

OR

One hundred ten (110) combined settled listings and sales transactions regardless of the dollar volume.

### **D A**

20 Million and over total dollar volume with a minimum of forty-two (42) transactions,

OR

One hundred forty (140) combined settled listings and sales transactions regardless of the dollar volume.

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# SMAR A E



## *Rookie of the Year Award Criteria*

Each county is eligible to have a “rookie” winner.

Applicant must have completed \_\_\_\_\_ any time during the calendar year 2008. ***(For example: An agent may have become licensed in June 2007 and finished their*** \_\_\_\_\_ ***in June 2008.)***

Transactions that occurred during their \_\_\_\_\_ (*ex: June 2007 - June 2008*) must be provided. Only settled transactions relating to the applicant’s \_\_\_\_\_ (*ex: June 2007 - June 2008*) will be considered.

Broker/manager must verify date when applicant became licensed as well as provide verification for all applicable settled transactions.

Criteria is based *on number of settled transactions*. In case of a tie, the award goes to the highest dollar volume. Rentals are not to be included.

Applicants may participate simultaneously in this category and other individual categories if all applicable qualifying criteria are met and separate applications are submitted.

Applicants are only eligible for “Rookie of the Year” if **they are a first-year-licensee and have not previously been licensed in Maryland or in any other jurisdiction.**

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