

***Rookie of the Year***

Select Entry Category:

- Summit Circle Sales Citation Only
- On-Site Agent Rookie and Summit Circle Sales Citation
- General Brokerage Agent Rookie and Summit Circle Sales Citation
- Residential Loan Originator Rookie and Summit Circle Sales Citation

Applicant Name: \_\_\_\_\_

Firm Name: \_\_\_\_\_

Number of Units Closed: \_\_\_\_\_ Dollar Volume Closed: \$ \_\_\_\_\_

Individual Entry                       Team Entry - # of Agents on Team \_\_\_\_\_

**Entry Checklist**

- \_\_\_\_\_ **Include a typed statement 100-500 words covering all items of the judging criteria.**
- \_\_\_\_\_ Letters of recommendation from realtors, builders, and customers may be provided but not required.
- \_\_\_\_\_ Include Excel Sales Spreadsheet or provide one of your own in same format.
- \_\_\_\_\_ One copy of this **Category Entry Form** placed in the **front cover** of the binder.
- \_\_\_\_\_ One **Summit Registration Sheet** as the **second page** of the binder.
- \_\_\_\_\_ Picture and Entry Fee

**Judging Criteria**

**Awarded to the individual who entered real estate sales or residential mortgage sales in 2011 and has demonstrated excellence in sales, personal growth and a significant impact to the industry.**

An **On-site Agent** is defined as any agent who is employed by a builder, or employed by a Broker whose business is owned by a builder or builder group, or employed by an independent broker, where the primary source of income is generated by maintaining an on-site office for the purposes of marketing a builder's product in a specific community. A **General Brokerage Agent** is defined as any agent employed by a Real Estate Broker whose business may include, but is not limited to new home sales, and/or is not limited to a specific builder or builder group for listings, and whose primary source of income may not necessarily be from new home construction.

The amount of the purchase price will be the basis of credit for the sale. If more than one individual participates in a sale, i.e. commission splits on the selling side, the credit will be divided proportionately.

**On-site Agents:** You receive full credit for a sale that you write even if there is a co-op realtor involved.

**General Brokerage Agents:** You will receive full credit for a sale made with an On-site agent, or for any sale of any "new" home. (There is no credit for the listing side only in a general brokerage transaction)

**Residential Loan Originators:** The total written volume and/or number of loans will count toward the total if at least 10% of the loans are written for new homes.

The Summit Circle Certificates will be awarded to all entries in recognition of outstanding achievement in Sales. The Bronze Certificate for Sales which exceed \$1 Million, Silver Certificate for Sales which exceed \$2 Million, Gold Certificate for Sales which exceed \$5 Million, and Platinum Certificate for Sales which exceed \$10 Million.