

**Sales Awards**

Select Entry Category:

- Summit Circle Sales Citation Only
- On-Site Agent - Number of Units and/or Dollar Volume and Summit Circle Sales Citation
- General Brokerage Agent - Number of Units and/or Dollar Volume and Summit Circle Sales Citation
- Residential Loan Originator - Number of Units and/or Dollar Volume 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 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**

Individual applicants must have a minimum of \$1 million in **new home sales CLOSINGS or residential loan CLOSINGS** in a full calendar year from January 1, 2011 through December 31, 2011. Team applicants must have a minimum of \$1 million per each member of the team.

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. An On-site agent primarily sells company listings or homes directly for a builder and is not typically involved in taking listings and/or acting as the selling side in general brokerage sales. **Criteria:** The amount of the purchase price will be the basis of credit for sale. If more than one individual participates in a sale, i.e. commission splits on the selling side, the credit will be divided proportionately. You receive full credit for a sale if you write the sale, even if there is a co-op realtor involved.

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 whose primary source of income may not necessarily be from new home construction. Your primary source of income is generated in a traditional real estate setting of obtaining listings for sale and/or making sales as the selling side in general brokerage transactions without limitations of specific properties or product. **Criteria:** The amount of the purchase price will be the basis of credit for sale. If more than one individual participates in a sale, i.e. commission splits on the selling side, the credit will be divided proportionately. You will get full credit for any sale of a new home sold, either listed with another broker or written with an on-site agent. You will get full credit if you sold your own listing, but not double credit. If you have personally listed a new home for sale you will also get full credit for the sale when sold by a different selling agent.

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

**Team or Partnerships** - An agent in a partnership may enter as an individual with credits proportional to the commission splits of the partnership. A partnership or team where commissions are split may enter as a team. Each agent must submit a separate Registration Sheet, a Category Entry Form and Entry Fee. If individual Citation Awards are needed, all team members should attach the individual Registration Sheets, Category Entry Forms, and Entry Fees to a combined Spreadsheet. If one Team Citation will be given, only one entry form, registration and fee is necessary.

**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.