

BLUE RIDGE ASSOCIATION OF REALTORS®
ROOKIE OF THE YEAR
OFFICIAL NOMINATION/APPLICATION CRITERIA

ELIGIBILITY CRITERIA:

The Rookie of the Year Award is **based upon the first twelve months of accomplishments from the date of an individual's receipt of his/her real estate license.** The candidate is eligible to apply only one time. The award is for a period not to exceed his/her first twelve months. Applications will be accepted for this award from REALTORS® with less than twelve months **but the applicant cannot apply again.**

Nomination must include copies of the DPOR printout showing license date and MRIS information substantiating activity during the applicable time frame.

The award is for that newly-licensed REALTOR®, who—through extreme motivation and dedication—displays in his/her first year in the real estate business, a very high degree of integrity, knowledge, and awareness. Along with activity and participation in the Association, the candidate's interests make him/her a truly unusual "Rookie" who is destined to much higher achievements in his/her chosen field of specialty. This award may not necessarily be given each year.

ACHIEVEMENTS AND CONTRIBUTIONS:

1. Character, integrity and service to clients (30%)
2. Professional knowledge (GRI and R.E. related courses) (10%)
3. Association participation (Includes RPAC Contributions) (10%)
4. Sufficient activity to properly test and prove the standards below (50%)
 - A. # of sales sides settled _____
 - B. \$ volume of sales settled _____
 - C. # sales sides pending settlement _____
 - D. \$ volume of sales pending settlement _____
 - E. # of listings secured that sold or are pending _____
 - F. \$ volume of listings secured that sold or are pending _____
 - G. # of listings secured but unsold _____
 - H. \$ volume of listings secured but unsold _____
5. Personal data
6. Broker's Comments

It is MANDATORY that all six categories be addressed for this nomination.

Name of Nominee: _____ **Date License Issued** _____

List any other names Nominee may have been previously licensed under: _____

Firm: _____ Submitted by: _____

APPLICATION DEADLINE FEBRUARY 10TH, 2012, NOON

BLUE RIDGE ASSOCIATION OF REALTORS®
AFFILIATE OF THE YEAR
OFFICIAL NOMINATION/APPLICATION CRITERIA

ELIGIBILITY CRITERIA

The recipient must be an Affiliate Member of the Blue Ridge Association of REALTORS®.

This honor is awarded to the Affiliate member for outstanding service to the Blue Ridge Association of REALTORS®, its members, and the general public. It is for service above that required and shows a dedication to the field of professionalism beyond that normally expected. Nominee may be the member firm or an individual associated with that firm. This award may not necessarily be given each year.

MRIS information substantiating activity during the applicable time frame.

- 1.) ASSOCIATION PARTICIPATION (60%)
 - A. Teaching and training (in and out of Association office)
 - B. Participation in REALTOR® functions

- 2.) OTHER (40%)
 - A. Examples of quality of service to Clients (20%)
 - B. Professional knowledge (20%)

- 3.) PERSONAL DATA

It is MANDATORY that all three categories be addressed for this nomination.

Name of Nominee _____

Name of Firm _____

Submitted by: _____

APPLICATION DEADLINE FEBRUARY 10TH, 2012, NOON

BLUE RIDGE ASSOCIATION OF REALTORS®
REALTOR® OF THE YEAR
OFFICIAL NOMINATION/APPLICATION CRITERIA

ELEGIBILITY CRITERIA:

The recipient must be a REALTOR® member of the Association. This honor is awarded to a REALTOR® for unusual service to the REALTOR®'s® Association, its members, and the general public. It is service above that required by any elective or appointed office. It shows dedication to the field of professionalism beyond that normally expected. This award may not necessarily be given each year.

ACHIEVEMENTS AND CONTRIBUTIONS:

- 1.) **REALTOR® SPIRIT (35%)**
 - a. Faithfulness to principles of organized real estate, laws and regulations of his/her Association and NAR Code of Ethics.
 - b. Efforts made to encourage good real estate practice among other REALTORS

- 2.) **ACTIVITY IN LOCAL, STATE AND NATIONAL ASSOCIATIONS (35%)**
Association office and committee work, special assignments, seminar activity and educational work, membership and offices held in local Chapters of Institutes, Councils, etc. RPAC contributions will be considered as well.

- 3.) **ACTIVITY IN CIVIC AFFAIRS & BUSINESS ACCOMPLISHMENTS (30%)**
 - a. Local, State, and National participation in civic and service clubs and charitable activities, political action, fraternal or religious groups.
 - b. Public recognition of business, conduct, service to clients, imaginative and creative advertising programs, rehabilitation work, land utilization, etc.

OTHER COMMENTS MAY BE ADDED

MANDATORY that all three categories be addressed for this nomination.

Recommendations for subject award should exclude any nominee found in violation of the Code of Ethics during the qualification period for this award. Verification will be made for each nominee.

PRESENT BUSINESS AFFILIATION

Name of Nominee: _____

List any other names Nominee may have been previously licensed under: _____

Firm: _____

Position or Title: _____

Total length of time in real estate: _____

Submitted by: _____

APPLICATION DEADLINE FEBRUARY 10TH, 2012, NOON

BLUE RIDGE ASSOCIATION OF REALTORS®
SALESPERSON OF THE YEAR
OFFICIAL NOMINATION/APPLICATION CRITERIA

ELEGIBILITY CRITERIA:

The Salesperson of the Year Award is based upon the dates of January 1, 2010 until application deadline of November 9, 2010. The recipient must be a REALTOR® member of the Association. Individuals who hold a Broker's license and are sales managers, brokers, a designated/titled assistant sales manager, an official or corporate title or owner(s) in the firm are not eligible to apply. Previous winners not qualified for re-nomination. This award may not necessarily be given each year.

Nomination must include copies of the DPOR printout showing license is active and MRIS information substantiating activity during the applicable time frame.

- 1.) (30%) a. List examples of nominee's character and integrity and the quality of the nominee's service to clients and customers.
- b. Indicate what the candidate has done to improve his/her knowledge of the real estate profession. For example, list course of instruction completed, seminars attended, whether he/she is a GRI, etc.
- 2.) (50%) Give sufficient sales/leasing activity to properly test/prove the standards. Sales activity current year-to-date. Volume is 100% of the sales price of the property, whether or not it is co-broked. Sales activity is considered sold and settled.

- A. Total # of listings _____
- B. Total # of sales units _____
- C. Total volume of sales _____
- D. # of Residential/Commercial leases _____
- H. Annual \$ of rent volume _____

- 3.) (20%) a. Indicate the nominee's participation in local Association activities during this year (including RPAC) and previous years.
- b. List the nominee's noteworthy civic accomplishments, during this year and previous years.
- 4.) General information (a) background (b) family/personal data and (c) remarks.

MANDATORY that all four categories be addressed for this nomination. Recommendations for subject award should exclude any nominee found in violation of the Code of Ethics during the qualification period for this year. Verification will be made for each nominee.

PRESENT BUSINESS AFFILIATION

Name of Nominee: _____

List any other names Nominee may have been previously licensed under: _____

Firm: _____

Position or Title: _____

Total length of time in real estate: _____

Submitted by: _____

APPLICATION DEADLINE FEBRUARY 10TH, 2012, NOON

**BLUE RIDGE ASSOCIATION OF REALTORS®
REALTOR® CODE OF ETHICS AWARD
OFFICIAL NOMINATION/APPLICATION CRITERIA**

ELIGIBILITY CRITERIA:

The recipient must be a REALTOR® member of the Association. This coveted award is presented to the REALTOR® who, through words, actions and dedication, best exemplified dedication to the REALTOR®'s® Code of Ethics. He/she is constantly aware of its implication and strives to constantly uphold the spirit of proper ethics in all of his/her dealings. This award may not necessarily be given each year.

ACHIEVEMENTS AND CONTRIBUTIONS:

- 1.) List indication of general interest shown in the subject of REALTOR® Professional Standards. List examples of service on Grievance or Professional Standards Committee. (40%)
- 2.) Professional knowledge. Indicate what the REALTOR® has done to improve his/her knowledge of the real estate profession. For example, list courses of instruction completed, seminars attended, whether he/she is presently attending REALTOR® Institute, etc. Indicate whether the nominee attended either the VAR Professional Standards Seminar or VAR's Professional Standards Procedures Seminar/Refresher Course during the year. (30%)
- 3.) Give general examples of individual REALTORS®, Brokers and Salespersons who seek his/her advice and counsel on professional issues. List examples of character and integrity of the nominee. (20%)
- 4.) List relevant REALTOR® (include RPAC participation) and civic accomplishments of the nominee. (10%)

MANDATORY that all four categories be addressed for this nomination.

Recommendation for subject award should exclude any nominee found in violation of the Code of Ethics during the qualification period for this award. Verification will be made on each nominee.

PRESENT BUSINESS AFFILIATION

Name of Nominee: _____

List any other names Nominee may have been previously licensed under: _____

Firm: _____

Position or Title: _____

Total length of time in real estate: _____

Submitted by: _____

APPLICATION DEADLINE FEBRUARY 10TH, 2012, NOON

BLUE RIDGE ASSOCIATION OF REALTORS®
PAST APPRECIATION AWARD
OFFICIAL NOMINATION/APPLICATION CRITERIA

ELEGIBILITY CRITERIA:

The Past Appreciation Award is made to an individual REALTOR® in recognition of one or more outstanding contributions to the success of the Blue Ridge Association of REALTORS® over a period of time.

This award may be made not more often than once for the same function to the same individual; it is not intended to be an annual award and should not be awarded to the same individual a second time except in quite unusual circumstances where the award recognizes additional outstanding performance of a particularly significant nature. This award may not necessarily be given each year.

Name of Nominee: _____

List any other names Nominee may have been previously licensed under: _____

Firm: _____

Position or Title: _____

Total length of time in real estate: _____

Submitted by: _____

APPLICATION DEADLINE FEBRUARY 10TH, 2012, NOON

BLUE RIDGE ASSOCIATION OF REALTORS®
COMMUNITY SERVICE AWARD
OFFICIAL NOMINATION/APPLICATION CRITERIA

ELEGIBILITY CRITERIA:

The recipient must be a REALTOR®-member of the Association. This Award recognizes those REALTORS® who make exceptional contributions to improving the quality of life in their communities. This Award shows the community the positive difference REALTORS® make and inspire others to do the same. Whether it's fundraising for a charity, being a foster parent, coaching sports teams, or volunteering time and resources to another community group, BRAR wants to acknowledge the efforts of our REALTORS®.

With this application, a letter of recommendation should be attached, stating why this person deserves to be considered for the award as well as any supporting materials to reinforce this nomination. The letter should include but is not limited to achievements, contributions, activity in the local, state and national organizations as well as civic affairs and business accomplishments.

Name of Nominee _____

Firm _____

Submitted by: _____

APPLICATION DEADLINE FEBRUARY 10TH, 2012, NOON