

ELITE CLUB AWARD

"A Silver Lining"

Presented by:

SOUTHERN OHIO ASSOCIATION OF REALTORS®

March 10, 2012

OFFICIAL APPLICATION AND RULES

APPLICATION DEADLINE: JANUARY 16, 2012

DIAMOND CLUB AWARD

Applicant must have earned
\$150,000 in gross commission

GOLD CLUB AWARD

Applicant must have earned
\$100,000 in gross commission

SILVER AWARD

Applicant must have earned
\$60,000 in gross commission

BRONZE AWARD

Applicant must have earned \$40,000 in
gross commission

*Contest year is January 1, 2011 through
December 31, 2011*

Purpose: To recognize the outstanding sales performance of individual Realtor® or team members in good standing with the Southern Ohio Association of Realtors, Inc.

Contest year: The contest year is for transactions closed or commissions paid to the Broker during the period **January 1, 2011 through December 31, 2011. Commissions can be earned in any state.**

Gross Commissions: Gross commission is 100% of company earned commission claimed by applicant. No two or more individuals/team can claim the same gross commission, only their proportionate share of the total gross commission.

A photo (digital preferred) must accompany this application or it will be returned. Agents name, company and level of award must printed on the back of photos or accompany a digital copy (send to soar@fuse.net).

Southern Ohio Association of Realtors, Inc.
3848 McMann Rd.
Cincinnati, Ohio 45245

Phone: 513-528-2657
Fax: 513-528-2658
Email: soar@fuse.net

Rules and Eligibility for the 2011 SOUTHERN OHIO ASSOCIATION OF REALTORS® ELITE CLUB

PRESENTATION OF AWARD: Those qualifying for the Southern Ohio ELITE CLUB will be recognized and presented an award at the Awards Banquet in March, following the contest year. Recognition of recipients will be by the company with which the recipient is associated at the time the application is filed.

ELIGIBILITY REQUIREMENTS:

- Commissions must have been earned as a result of applicant's participation in selling, listing, referral fees, and/or leasing real estate during the contest year. Any income from attending a closing or holding an open house for another agent or the sale of a warranty policy is excluded. Bonuses are excluded.
- No two or more individuals/team can claim the same gross commission, only their proportionate share of the total gross commission.
- Salaries or compensation, other than commission earned, as outlined above, may not be used to qualify.
- All commissions must have been earned and paid to a REALTOR® Member of the Southern Ohio Association of REALTORS® during the contest year. The REALTOR® member and Broker must be in good standing with the Association during the contest year and at the time of the Awards Banquet. An applicant who has changed firms during the contest year is eligible, as long as the firms involved were in good standing with the Association during the contest year and at the time of the Awards Banquet.
- Applicant must have attended an Orientation class.
- If applicant has joined the Association during the contest year, commissions for the entire contest year will be considered.
- Commissions which are paid for use as a collateral pledge may be used to qualify only during the year the commission is paid to the applicant.

TEAM ELIGIBILITY REQUIREMENTS:

- Same as above with "TEAM" defined as: a business affiliation of two or more licensed agents that report their sales under only one agent's name, subsequently giving the credit for these sales to only one agent ("primary agent"). This affiliation can be family or it can be a key agent with one or more licensed agents transacting business under his/her name and reporting these transactions under that key agent's name.

ENTRY REQUIREMENTS: To enter the contest an applicant shall submit the following to the Association office on or before January 16th

- (a) The Application form completed in all detail, signed by the applicant.
- (b) Applicant's broker must have signed the application form certifying its validity.
- (c) With application, each applicant must submit on form provided: **(TYPE WRITTEN)**
 1. Address of property
 2. Selling price of property
 3. Date of closing
 4. Gross company commission claimed by agent
 5. Digital photo or one (3x5) color picture of applicant with name, company, and level printed on the back of picture or attached to digital print as it is to appear in advertising.
 6. Computer printout or legible adding machine tape with notations of each sale and total will be accepted.
- (d) Attached to the application form the entrance fee of \$150.00 to defray the cost of auditing, advertising and awards. A \$25.00 late fee will be charged for incomplete application or no pictures attached. NO REFUNDS WILL BE MADE if applicant is ineligible because of misrepresentation, but refund will be made to those not selected for the Club.

VERIFICATIONS: All entries will be reviewed by the Southern Ohio Association of REALTORS® office for completeness and compliance with contest rules. Any applicant is subject to audit. Improperly submitted entries must be resubmitted in proper order by January 23rd or application will be returned and a late fee of \$25.00 will be assessed. THIS INCLUDES PHOTO SUBMISSION.

All selected for audit will be notified by January 31st. Any member selected for audit will submit, within five working days the following:

1. Sales records as used by firm
2. Closing statements verifying closings
3. Purchase Contracts
4. Selling Agency Contracts (if claiming listing commission)
5. Canceled commission checks or copies of same.
6. Any additional documents as deemed necessary by the Audit Committee.

If the Purchase Contract, Listing Contracts, or Lease Agreements are not witnessed or signed by a salesperson claiming participation, or if any of the above are not available, additional supporting evidence or affidavits must be furnished to the satisfaction of the committee. All selected for membership in the Club shall be notified.

BROKER RESPONSIBILITY: The Broker shall sign the initial entry form certifying the validity of the entry and that the applicant's income is correctly stated. **IN THE EVENT THAT A SALESMAN AND/OR BROKER MAKES A FALSE CLAIM OR GIVES FALSE INFORMATION, THE APPLICANT AND/OR BROKER MAY BE BARRED FROM PARTICIPATION IN THE CLUB, AND FUTURE CLUBS.**

ADVERTISING: No company, office or group of agents affiliated with the ELITE CLUB will be permitted to use this contest or its results in any advertising or promotion of his company or individuals connected with the company, including news releases without prior approval by the Board of Directors. Further, it is the agent/company's responsibility to notify news reporters of this rule.

An Elite Club recipient may announce their personal participation in the Club in individual advertising, printed promotional pieces, individual news releases or articles after the awards banquet. Companies may not participate in collective announcements of the Elite Club without prior approval by the Board of Directors. This rule is for individual promotion, not for the collective use by the company, affiliated franchise or multiple recipients other than co-listing marketing their properties and must include the name SOUTHERN OHIO ASSOCIATION OF REALTORS ELITE CLUB and the year (s) of the Club membership.

Group ads featuring the names, pictures, and firm (at the time the application is submitted to the Elite Club) in alphabetical order by individual, will be placed in the news media, at the discretion of the ELITE CLUB Committee, after the Awards Banquet. Recipients will be honored on the same basis with pictures of identical size. The name of the company on the application form shall be recognized as agent's company.

Those individuals who qualify for the ELITE CLUB may indicate the following on their business cards in the exact format indicated below:

1st line — Southern Ohio Elite Club

2nd line — Years for which award was earned separated by commas, or the words "through" may be used. The winner's name shall not be larger than the company's and the year shall not be larger than the winner's name.

ENFORCEMENT: The ELITE CLUB Committee shall be responsible for the enforcement of the Club rules. When it appears that a violation of these rules has occurred, the committee shall notify, in writing, the firm and the agent involved shall answer in writing, within ten (10) day from receipt of notice. The Committee shall then afford the firm, and agent involved, the opportunity of a hearing before it prepares recommended action to the Board of Directors. When the ELITE CLUB Committee establishes that a violation of the rules has occurred and a fine is deemed to be the appropriate punitive measure, the fine shall not exceed \$1,000 for each agent involved. However, the punitive action which the Committee may recommend to the Board of Directors shall not be limited to a fine only.

Any committee member who divulges any information from the Committee records will be subject to a fine up to and not exceeding \$1,000.

COMMITTEE: The ELITE CLUB Committee shall consist of up to 10 members of the association and can include some affiliate members, however, affiliate members will not have the right to vote on rules changes of the club. Two members of this committee must be members of the Club the preceding year. Their functions shall be to oversee the administration and operation of the ELITE CLUB as per these rules and render decisions on all matters pertaining to the Club, subject to the approval of the Board of Directors.

**SOUTHERN OHIO ASSOCIATION OF REALTORS
2011 OFFICIAL ELITE CLUB APPLICATION**

COMPLETE FORM—MAIL TO:
Southern Ohio Association of Realtors
3848 McMann Rd.
Cincinnati, Ohio 45245

DEADLINE: January 16, 2012
Entry Fee must be attached: \$150
(Make check payable to Southern Ohio
Association of Realtors)

Name _____ File # _____

OR

Team Name _____ Primary Agent _____ File # _____

Company _____ Broker _____

Company Address _____

City, St. Zip _____ Phone _____

GROSS INCOME _____ Email _____

I hereby certify the validity of this entry and do further certify the income and sales herein is correctly stated.

_____ Check if this is your first year in the Elite Club
_____ # of years in Elite Club (including this year)

Broker Signature _____ Agent Signature _____

DIAMOND AWARD _____ GOLD AWARD _____ SILVER AWARD _____ BRONZE AWARD _____

| CLOSING DATE | ADDRESS | SALE PRICE | GROSS COMMISSION |
|-----------------|---------|---------------|---------------------|
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SOUTHERN OHIO ASSOCIATION OF REALTORS ELITE CLUB APPLICATION

| CLOSING DATE | ADDRESS | SALE PRICE | GROSS COMMISSION |
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TOTAL TOTAL
\$ _____ \$ _____

Commissions above paid to: _____ File # _____

Company printout of sale activity may be substituted.

Picture of agent with agents NAME, COMPANY NAME AND LEVEL OF AWARD
MUST ACCOMPANY APPLICATION OR APPLICATION
WILL BE RETURNED. DIGITAL PHOTO PREFERRED.