



## **2021 Celebration of Excellence Award Rules**

The Celebration of Excellence is an Awards Program for members of the Williamson County Association of REALTORS® (WCAR). This program is provided by WCAR to enhance our members' professional and personal success. It is the Association's opportunity to recognize those members whose Excellence in Sales and Association involvement have placed them in the top percentage of REALTORS® within our organization.

### **Eligibility Requirements:**

All applicants for an award must be a member in good standing with WCAR and shall not have been found in violation of the Code of Ethics during the application year by WCAR or the Tennessee Real Estate Commission (TREC).

Applicant must have closed a minimum of Two Million Dollars (\$2,000,000) in sales or leases, a minimum of six (6) transactions, and a minimum of twelve (12) involvement credits, between January 1, 2021 and December 31, 2021, to be eligible for an award.

Any sales/leases made while applicant was not a member of WCAR will NOT be counted toward earning an award.

All sales/leases must be submitted on the proper WCAR forms.

Applicant is responsible for submitting any required documentation providing proof that sales/leases and involvement credit information is accurate.



## **Sales, Transaction, and Involvement Requirements:**

### **Award Levels**

*Bronze:* \$2,000,000 – 4,999,999 plus minimum of 6 transactions and 12 involvement credits

*Silver:* \$5,000,000 – 7,499,999 plus minimum of 8 transactions and 12 involvement credits

*Gold:* \$7,500,000 – 14,999,999 plus minimum of 12 transactions and 12 involvement credits

*Platinum:* \$15,000,000 – 24,999,999 plus minimum of 16 transactions and 12 involvement credits

*Titanium:* \$25,000,000- 49,000,000 plus minimum of 20 transactions and 12 involvement credits

*DIAMOND:* \$50,000,000 and above in qualified sales volume, plus a minimum of 25 transactions and 12 Involvement Credits

### **Application Process:**

An application all related forms will be posted on WCAR's website no later than January 20 each year for the current year's Celebration of Excellence Award.

Applicant must use the online WCAR application.

Applicant must submit all required documentation.



The deadline for applications for the Celebration of Excellence Award is 5:00 p.m. on January 31<sup>th</sup> (In years where the 20<sup>th</sup> falls on a weekend, the deadline will be extended to 5:00 p.m. the following Monday). ***The deadline is final.***

The Awards Committee highly recommends applicants submit their applications well before the deadline.

### **Qualification Requirements:**

Only sales that have closed or leases that have been executed during the applicable calendar year may be used to qualify for the award.

Applicant must be either the listing agent or selling agent, and a commission must be earned, to receive credit for any transaction.

Multi-year leases will be counted only in the year in which they commence. Commence shall mean leases that have been signed by all parties, monies have been exchanged, and the lease is in effect (commenced).

### **Calculation of Applicant's Portion of Transaction Requirements:**

If the applicant is the listing agent, selling agent, or facilitator they may take full credit for the total dollar volume of the sale or lease and shall receive credit for one transaction. If applicant is the listing, selling agent or facilitator in a transaction where the other party is unrepresented, dollar volume will NOT be doubled; however, the applicant will still receive credit for one transaction for the listing side AND one transaction for the selling side (total of two transactions).

In co-op sales (a listing agent and a selling agent) both agents will receive credit for the full dollar volume AND each agent will receive credit for one full transaction. Neither the dollar volume nor the transaction amount will be split when there is only one listing and one selling agent.



In the event of co-listings and/or co-sales (where there are more than one listing and/or selling agent) the dollar volume AND the transaction volume shall be divided equally between the co-listing and/or co-selling agents. If one agent receives a greater commission split than the other co-listing or co-selling agent(s), their portion in calculating for the award will still be equal to that of all other co-listing or co-selling agents involved.

**Sales Examples:**

A home closes for \$400,000. Dan is the Listing Agent and Ann is the Selling Agent.

- Dan receives credit for \$400,000 and one (1) transaction.
- Ann receives credit for \$400,000 and one (1) transaction.

A home closes for \$400,000. Dan and Stan are Co-Listing Agents and Ann is the Selling Agent.

- Dan receives credit for \$200,000 and one-half (1/2) transaction.
- Stan receives credit for \$200,000 and one-half (1/2) transaction.
- Ann receives credit for \$400,000 and one (1) transaction.

A home closes for \$400,000. Dan and Stan are Co-Listing Agents, and Ann and Fran are Co-Selling Agents.

- Dan receives credit for \$200,000 and one-half (1/2) transaction.
- Stan receives credit for \$200,000 and one-half (1/2) transaction.
- Ann receives credit for \$200,000 and one-half (1/2) transaction.
- Fran receives credit for \$200,000 and one-half (1/2) transaction.

A home closes for \$400,000. Dan is the listing agent, selling agent or facilitator in a transaction where the other party is unrepresented.

- Dan receives credit for \$400,000 and two (2) transactions.



### **Lease Examples:**

A one-year lease is signed in May of 2019. The commencement date is June 1, 2019 and the termination date is May 31, 2020. The monthly rent is \$2,000. Ann is the Listing Agent on this property and Dan is the Leasing Agent and both receive a commission for this transaction.

- Dan receives credit for \$24,000 in dollar volume (\$2,000 X 12 months) and one (1) transaction.
- Ann receives credit for \$24,000 in dollar volume (\$2,000 X 12 months) and one (1) transaction.

Stan is the Listing Agent for his client who owns an office building. Stan negotiates a five-year lease with an unrepresented customer that commences October 1, 2019 and terminates September 30, 2024. The building leases for 20,000 per month.

- Stan receives credit for \$1,200,000 in dollar volume (\$20,000 X 60 months) and one (1) transaction.

Note: Stan may not count any volume in subsequent years 2020 – 2024. In the event Stan negotiates a renewal of the lease in 2024, he may take credit for the renewal in the year in which it takes place.

### **Teams/Groups:**

Any agent(s) working as a team/group or advertising as a team/group must apply for the award as a team.

### **Referral Fees or Options to Purchase or Lease:**

Referral fees or options to purchase or lease are not considered sales or leases; therefore may not be counted toward receiving the award.

### **Farms, Lots or Land:**



Any transaction of real estate property may be used in applying for this award.

**Non MLS Sales:**

Any non MLS transaction must accompany sufficient documentation to prove to the Awards Committee that the applicant was involved. The Committee reserves the right to require additional documentation if needed.

**Documentation:**

Acceptable documentation.

- ☒ Copies of current MLS (Must be from your MLS or RealTreacs, personal documents or records will not be permitted.)
- ☒ WCAR or TREC education transcripts
  - You can view all your education hours at <http://www.verify.tn.gov/>
- ☒ Confirmation for attendance at conventions
- ☒ Copies of check receipts for RPAC investments and REALTOR® Good Works Foundation donations, etc.

It is the sole responsibility of the applicant to obtain and furnish all documentation required by the Awards Committee. **WCAR staff and Awards Committee are not responsible for tracking your education credits and participation credits and will not provide credit confirmations of any kind.**

**Verification:**

All applications will be reviewed by the WCAR Awards Committee. Any transaction not reported in the proper form or not sufficiently documented may be disqualified. The Awards Committee shall have the right, but not the obligation, to request additional information from the applicant or from the applicant's broker to verify any sale or lease transaction. Any additional information requested by the committee must be returned by the applicant to the offices of WCAR within 48 hours of request or application will be subject to disqualification for an award.



Any applicant found to have taken credit for sales/leases they did not earn or for giving credit for sales/leases they earned for another agent, is subject to disqualification and forfeit of application fee.

**Advertising Requirements:**

Any agent receiving an award may advertise to the public they are a recipient and may advertise the level they have attained.