



# EXIT Mid-Atlantic Brokers Council

## July 1, 2016 – June 30, 2017 Awards and Recognition Program

### CATEGORIES

<b>Closed Seller Units</b>	Total number of properties listed with an agent that settle/close during the contest.
<b>Closed Seller Volume</b>	Total sale prices of all property listed with an agent that settle/close during the contest
<b>Closed Buyer Units</b>	Total number of properties sold (selling side only) by an agent that settle/ close
<b>Closed Buyer Volume</b>	Total sale prices of all property sold (selling side only) by an agent that settle/close
<b>Agents Sponsored</b>	Total number of Agents Sponsored (Dues paid to EXIT) during the term of the contest

### ANNUAL CATEGORY WINNERS

The top agent in each of the five (5) categories will receive a plaque and will win a trip for one (1) to the upcoming EXIT International Business Conference (trips will include transportation, hotel, and registration). An agent who wins more than one category is entitled to only one trip. The other trip(s) will be awarded in the annual drawing. **Only 1 trip will be awarded in any category, with ties for 1<sup>st</sup> place broken by the highest Total Closed \$ Volume = Seller \$ + Buyer \$.**

### ANNUAL DRAWING

The second through tenth place agent in each category will have their names entered into a drawing for a trip to the upcoming EXIT International Business Conference (including transportation, hotel, and registration). The number of times they are entered is the same as the number of points they have earned toward Associate of the Year.

- There will be one (1) trip awarded by drawing, plus any trips from the 5 categories where an agent won more than one category. \* No one may win more than one (1) trip. \* The drawing will be done at the Annual Awards Presentation, which will be held the beginning of September, and an agent **must be present to win by drawing.**

### ASSOCIATE OF THE YEAR

Points will be awarded to the top ten (10) agents in each of the annual categories based on their ranking in those categories. For example, if the top agent in Agents Sponsored was 3<sup>rd</sup> overall in closed buyer dollar volume, the 14<sup>th</sup> in closed buyer units, 2<sup>nd</sup> in closed seller dollar volume and 7<sup>th</sup> in closed seller units, that agent would have an overall point total of 31. The agent with the highest total of points will be the Associate of the Year. Ties will be broken by adding the closed seller dollar volume and closed buyer dollar volume of the agents tied. The agent with the greatest overall total closed dollar volume is the winner.

Agents Sponsored	1 <sup>st</sup>	10 Points
Closed Buyer \$	3 <sup>rd</sup>	08 Points
Closed Buyer Units	14 <sup>th</sup>	00 Points
Closed Seller \$	2 <sup>nd</sup>	09 Points
Closed Seller Units	7 <sup>th</sup>	<u>04 Points</u>
Total		31 Points used for Ranking

The Associate of the Year will receive an additional airfare and registration fee to the upcoming EXIT International Business Conference.

**Only settlements with an EXIT Mid-Atlantic Brokers Council company, while an EXIT Franchise in good standing, will be eligible to be counted for a Category Winner, Annual Drawing or Associate of the Year. All results will be tabulated from the entries in EXIT MEMO by the 6<sup>th</sup> of the following month. Agent is responsible for reporting any agents sponsored to their company for reporting. Any franchisee owning more than 10% is ineligible.**