

# Lebanon County Association of REALTORS®

## Winners Circle Rules and Application Form

Winners Circle Awards will be presented for 2011 settled sales transactions and Gross Commission Dollars.

**Recipients will be recognized in the Top 10% and 5%.** Everyone submitting an application meeting minimum criteria who may not be in the Top 5-10% will receive recognition as general Winners Circle recipients. To determine the Top % of recipients, your total Gross Commission Dollars will be ranked with all other submissions and will be awarded based on percentages indicated from our total membership.

**Awards shall be based on Gross Commission Dollars received by the company attributed to the agent applying. List address and gross commission received by company. If any of the commission is shared with another agent, assistant, or team member, that amount may not be claimed by applicant.**

### Winners Circle Rules:

- 1) All included transactions must have settled and been paid between **January 1 and December 31, 2011.**
- 2) For calculating: Add the total Gross Commission Dollar for each of your listings that sold and enter this total amount in the respective block on the application form for **Gross Commission Dollars on Listings Sold and Settled.**
- 3) Add the total Gross Commission Dollar of each sale for which you were the selling agent and enter this total amount in the respective block on the application form for **Gross Commission Dollars on Settled Sales.**
- 4) If you were on both the Listing and Selling side, enter the total sales Gross Commission Dollars in BOTH respective places, but do not count commissions received twice, only once for the Listing side and once for the Selling side.
- 5) If you are a co-lister on any transaction, you may not count the total sales/lease Gross Commission Dollars as a Listing Sold/Leased Credit. You and “your partner” must split the Gross Commission Dollars received according to the percentage allocated each of you. For example, REALTOR® A (listing agent) receives \$10,000 in gross commissions. REALTOR® A then pays REALTOR® B 20% or \$2,000. REALTOR® A should report \$8,000 in gross commission dollars and REALTOR® B should report \$2,000 in gross commission dollars. This applies to all agents, even those working on teams.
- 6) For the sale of new homes, count Gross Commission Dollars for the current year, only if settlement and payment have occurred.
- 7) Credit will be given for referrals you provide, however, in-coming referral fees should be subtracted from the commission total.
- 8) These Awards are open only to current dues-paid members in good standing of the Lebanon County Association of REALTORS®. To receive the award you must be a member of the Association at the time the award is presented.
- 9) The spirit of this award is to recognize Gross Commission Dollars received during the 2011 calendar year that is directly attributable to the applicant. If a licensed agent, other than the applicant, receives any commission on a transaction, that amount (in gross terms) should be subtracted from the transaction total.
- 10) **A minimum of \$60,000 in Gross Commission Dollars is required for submission of application.**
- 11) All applications must be signed by the applicant and the Broker/Manager.
- 12) Any questions should be brought to the attention of the Executive Officer. Final decisions will be made by the Winners Circle Committee.

**ALL APPLICATIONS MUST BE RECEIVED BY FEBRUARY 10, 2012 - NO EXCEPTIONS!**

**On February 13, 2012 we will e-mail a confirmation of receipt to all applicants who have submitted by the deadline.**

**If you do not receive this confirmation, we strongly urge you to call our office immediately at 272-6126.**

**The LCAR is not responsible for applications lost in transit.**



