



## 2012 MILLION DOLLAR SALES CLUB

### ELIGIBILITY REQUIREMENTS

In order to qualify for a **Multi-Million Dollar Sales Club Award**, the following conditions must be met:

1. The applicant must have been a full-time licensed real estate broker or salesperson in calendar year 2011 and a member of TCAR in good standing. If you were not a TCAR member in 2011, you may qualify for membership by paying 2012 dues and other applicable fees on or before the deadline of entry date. The individual may be a principal of the firm and/or principal broker, provided that the principal is substantially involved in each transaction submitted. An applicant who changes brokerage firms during the calendar year may select which firm he/she would like to receive credit and a sales award. The appropriate firm will have to verify sales volume.
2. The applicant must have been responsible for generating a minimum of \$5,000,000 in aggregate sales volume on which settlement occurred in calendar year 2010. Property both listed and sold by the applicant may be credited only once.
3. Sales include commercial buildings, apartment buildings, land, and like-kind exchanges of all such property. Joint ventures may be included in your sales application if the joint venture is the sale of an interest or portion of property.
4. The applicant must apply on the enclosed forms on or before 5 p.m. on January 31, 2012. **NO EXCEPTIONS!!!** Once the application is submitted, there shall be **NO ALTERATIONS OR ADDITIONS!!!**

**Note: TCAR Board of Directors will set up a separate selection panel to act as the Award Committee.**

### Special Rules

1. Allocations of sales or exchanges between two or more firms:
  - A. Gross sale price or exchange value is allocated to each participating firm in proportion to the split of the gross sales commission split.
  - B. The individual applicant receives credit toward the Multi-Million Dollar Sales Club for that portion of the gross sales price in direct proportion to the commission split.
  - C. In the event that a Buyer is exclusively represented by one firm and is paid a fee by the Buyer and the Seller, exclusively represented by another firm pays its representative a fee, then both firms may count the gross sales price toward qualification. Each applicant may only count his/her percentage share of the transaction toward qualification.

**Example:** Two firms participate in a \$7 million sale in which the gross sales commission is split equally.

Each firm receives credit for \$3,500,000 and the sales person who handled the transaction within each firm receives \$3,500,000 credit toward the qualifying sales volume of \$8 million.

2. Allocation of sales or exchange between salespersons within the same firms:
  - A. The gross sales price or exchange value is divided between each participating salesperson on the same percentage basis as the commission divided between each participating salesperson.
  - B. Management overrides are not included within the percentages and do not count toward the minimum qualifying sales volume. Non-brokerage or management personnel that are receiving a portion of the sales commission do not count towards the total. Therefore the brokers split of the total volume for purposes of calculating total of this award should be his or her percentage of the total commission distributed to brokerage personnel.
  - C. In the event that a Buyer is exclusively represented by one agent and is paid a fee by the Buyer and the Seller, exclusively represented by another agent pays its representative a fee, then both agents may count the gross sales price toward qualification. Each applicant may only count his/her percentage share of the transaction toward qualification. Applicants may not use non-TCAR team member's percentage share towards their own totals.

**Example:** The sales commission for a \$7 million transaction is divided as follows: 25% to salesperson A; 25% to salesperson B; 5% to sales manager; 45% to firm. Salesperson A and B receive credit for \$3,500,000.

3. A committee of not less than two members shall be appointed by the TCAR president to review all applications and the decision of the committee shall be final with respect to any questions of eligibility or interpretations of these rules as they might apply to a given transaction.

### **HOW DO I SUBMIT FOR AN AWARD?**

1. For Sales Club membership submit the following forms:
  - 2012 Multi-Million Dollar Sales Club Cover Sheet
2. The applicant must apply on the form listed above on or before 5:00pm, January 31, 2012. NO EXCEPTIONS!!!

### **QUESTIONS????**

- For more information regarding the RULES, please call Kerry Saunders at 919-832-0594 or email [ksaunders@naicarolantic.com](mailto:ksaunders@naicarolantic.com) ; OR Jennifer Copersito at 919-228-2588 or [jennc@tcar.com](mailto:jennc@tcar.com) .
- For additional forms, access the information on our website, [www.tcar.com](http://www.tcar.com).
- For general information about the awards program, please contact the TCAR office at 919-228-2588.



**2012 MILLION DOLLAR SALES CLUB (Includes Industrial, Office, Retail)  
BROKER CERTIFICATION COVER SHEET**

**Include this cover sheet will all applications**

To: Triangle Commercial Association of REALTORS®  
1800 Perimeter Park Drive, Suite 120, Morrisville, NC 27560 Fax: 866-887-7138 Email: jennc@tcar.com

This is to certify that the following below-named applicant is a full-time licensed broker or licensed salesperson and otherwise meets eligibility requirements to be a member of the Million Dollar Sales Club. Further, this is to certify that sales have been calculated in accordance with the rules of the Million Dollar Sales Club.

**APPLICANT'S NAME:** \_\_\_\_\_  
(Please print name as you wish it to appear in printed material)

**FIRM:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

**PHONE:** \_\_\_\_\_ **EMAIL:** \_\_\_\_\_

**GROSS SALES:** \$ \_\_\_\_\_

**INSTRUCTIONS: On the following application form list the property address, sale price, and value for each transaction that is to count towards membership.**

**SALES TRANSACTION OF THE YEAR AWARD:** If you would like to nominate one of the projects you have listed on the application form for the "Sales Transaction of the Year Award", please mark the box below and indicate which project is being nominated.

[  ] Sales Transaction of the Year Award Project Name from application form: \_\_\_\_\_

\_\_\_\_\_  
(Written signature of employing broker)\* DATE: \_\_\_\_\_

\_\_\_\_\_  
(Written signature of applicant) DATE: \_\_\_\_\_

**\*\*\*The applications are due back Tuesday, January 31, 2012, no later than 5:00 p.m. SORRY, NO EXCEPTIONS!!! All applications must include this page.**

\*\*\*If the applicant changed firms during 2011, both current and past employing brokers' signatures are required.

**Please vote for your favorite Developer/Builder, Community Leader, and/or TCAR Associate Member below. Nominations for Developer/Builder and Community Leader are open to TCAR members and non-TCAR Members.**

**Favorite Developer/Builder: "Developer/Builder of the Year Award"** \_\_\_\_\_  
Why? (Optional): \_\_\_\_\_

**Favorite Community Leader: "Community Foundation Award"** \_\_\_\_\_  
Why? (Optional): \_\_\_\_\_

**Favorite TCAR Associate Member (TCAR Member Nominee ONLY): "William E. Eyerman Award"**  
Why? (Optional): \_\_\_\_\_

**THIS COVER SHEET MUST BE USED!**

**APPLICATION FORM:** If additional space is needed, please make a copy of this form.

Transaction 1:

Property Address: \_\_\_\_\_  
Sale Price/Value: \_\_\_\_\_

Transaction 2:

Property Address: \_\_\_\_\_  
Sale Price/Value: \_\_\_\_\_

Transaction 3:

Property Address: \_\_\_\_\_  
Sale Price/Value: \_\_\_\_\_

Transaction 4:

Property Address: \_\_\_\_\_  
Sale Price/Value: \_\_\_\_\_

Transaction 5:

Property Address: \_\_\_\_\_  
Sale Price/Value: \_\_\_\_\_

Transaction 6:

Property Address: \_\_\_\_\_  
Sale Price/Value: \_\_\_\_\_

Transaction 7:

Property Address: \_\_\_\_\_  
Sale Price/Value: \_\_\_\_\_

Transaction 8:

Property Address: \_\_\_\_\_  
Sale Price/Value: \_\_\_\_\_

Transaction 9:

Property Address: \_\_\_\_\_  
Sale Price/Value: \_\_\_\_\_

Transaction 10:

Property Address: \_\_\_\_\_  
Sale Price/Value: \_\_\_\_\_

Transaction 11:

Property Address: \_\_\_\_\_  
Sale Price/Value: \_\_\_\_\_

Transaction 12:

Property Address: \_\_\_\_\_  
Sale Price/Value: \_\_\_\_\_

Transaction 13:

Property Address: \_\_\_\_\_  
Sale Price/Value: \_\_\_\_\_

Transaction 14:

Property Address: \_\_\_\_\_  
Sale Price/Value: \_\_\_\_\_

Transaction 15:

Property Address: \_\_\_\_\_  
Sale Price/Value: \_\_\_\_\_