

Fredericksburg Area Association of REALTORS®

2011 ROOKIE SALESPERSON OF THE YEAR

_____ of _____
Nominee Firm

PREREQUISITE

The Rookie Salesperson of the year Award is based upon the first twelve months accomplishments from the date of an individual's receipt of his/her real estate license, and said candidate is to be eligible to apply only one time. The termination of the twelve month's period shall be within the contest year. The award is for a period not to exceed their first 12 months.

CRITERIA

This Award is for that newly-licensed and unusual individual, who, through an extreme amount of motivation and dedication, displays, in his/her first year in the Real Estate Company, a very high degree of integrity, knowledge and awareness, along with activity and participation in the Association, and whose interests make him/her a truly unusual "Rookie" who is destined to much higher achievements in his/her chosen field of endeavor. This award may not necessarily be given each year.

LICENSED SINCE _____.

DATE of LAST ETHICS SEMINAR _____ month, day, year.

ACHIEVEMENTS AND CONTRIBUTIONS (Please give as much background, family and personal data as possible.)

1. Character and Integrity. (15%)

2. Service to Clients. (15%)

3. a Professional Knowledge i.e. GRI., Success Series, Brokers class, etc. (25%)

3. b Association Participation (5%)

4. Sufficient Activity to Properly Test and Prove the Above Standards. (40%)

1. Number of sales that have settled. _____
2. Dollar Volume of sales settled. _____
3. Number of sales pending settlement. _____
4. Dollar volume of sales pending settlement. _____
5. Number of listings secured that sold. _____
6. Dollar volume of listings secured that sold. _____
7. Number of listings secured but unsold. _____
8. Dollar volume of listings secured but unsold. _____

5. Family Data

6. Personal Data

7. Broker's Comments

Submission Deadline: January 27, 2012.