



Fredericksburg Area Association of REALTORS®

2017 Rookie Salesperson of the Year

_____ of _____
Nominee Firm

PREREQUISITE

The Rookie Salesperson of the Year Award is based on the first fifteen months' accomplishments from the date of an individual's receipt of his/her real estate license. Candidate is eligible to apply only one time. The termination of the fifteen-month's period shall be within the contest year. The award is for a period not to exceed their first 15 months.

CRITERIA

This Award is for that newly-licensed and exemplary 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 unique "Rookie" who is destined to much higher achievements in his/her chosen field of endeavor. This award may not necessarily be given each year.

DATE OF LICENSE: _____.

DEADLINE: February 16, 2018

ACHIEVEMENTS AND CONTRIBUTIONS (**Check all that apply**)

1

A. Professional Knowledge (**Check all that apply**)

- Success Series
- FAAR- Economic Updates
- Designations(please list) _____
- Certifications (please list) _____
- Other _____

B. Association Participation (**Check all that apply**)

- Committee Task Force Member
- Realtor Foundation Contributor, separate from attending an activity raising funds for the Foundation
- Attendance at Town Hall meetings
- Attendance at Board of Directors Meetings as a guest
- Installation of Leadership
- Other _____

2. Sufficient Activity to Properly Test and Prove the Above Standards.
Production based on the first 12 months of licensing. **Must be verified by the Broker.**
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. _____

3. Community Involvement (**Check all that apply**)

- Participation with Civic Organizations
- Volunteering with Housing Agencies
- Fundraising with Non-Profit Agencies
- Assisting with Community Youth Organizations
- Holds a leadership position for any of the above organizations(please list one)
 - o _____

4. Personal Data (optional)

Spouse _____
 Children/ages _____
 Pets _____
 Hobbies _____

5. Broker's Comments:

A. Character and Integrity (**Check all that apply**)

- Adheres to Ethical Standards at all times
- Eager to learn and excel in his/her trade
- Considerate of peers and willingness to assist where needed.
- Perpetual positive attitude

