



2010 Awards

February 22, 2011

Dear GWCAR Member,

We are now accepting applications for the 2010 Greater Washington Commercial Association of REALTORS® (GWCAR) Leasing, Sales & Finance Club awards (including Leasing, Sales & Finance Transactions of the Year) as well as Developer Awards. Don't pass up this opportunity to be honored by your peers. **This is the only awards program in the region that recognizes the individual broker.**

GWCAR will name the top brokerage houses based on the awards applications! Do you have brokers in your office who aren't members? Encourage them to join and submit for the awards on or before Midnight, Tuesday, March 15, 2011!

This year, the award applications are online. Please view our Web site at www.gwcar.org for the necessary forms.

Awards Winners will be announced on Thursday, April 14th at our Annual Commercial Awards Dinner at the Mayflower Hotel in Washington, DC. Attended by over 400 of the best of the best in our industry, the Awards Dinner has long been known as GWCAR's premier annual event. **This is your opportunity to put your name in the company of illustrious past winners.**

Awards will be presented for the following:

Developer / Landlord Award –
Developer / Landlord of the Year

Leasing –

- Multi-Million Dollar Leasing Club – at least 100,000 square feet or eight million dollars (\$8,000,000) ALV
- Developer-Agent Awards
- Top 10 Leasing Award - Regional Government - **New Award**
- Top 10 Leasing Award - Regional non Government
- Top 5 Rising Star Awards – Regional - **New Award**
- Office Lease Transaction of the Year

Sales –

- Multi-Million Dollar Sales Club – at least eight million dollars (\$8,000,000) in aggregate sales volume
- Sales Transaction of the Year

Finance –

- Multi-Million Dollar Finance Club – at least twenty million dollars (\$20,000,000) in aggregate finance volume
- Finance Transaction of the Year

Retail –

- Multi-Million Dollar Retail Leasing Club – at least 75,000 square feet or four million dollars (\$4,000,000) ALV
- Top Retail Broker of the Year – Number of transactions
- Top Retail Broker of the Year – Highest total ALV

Special Recognition Awards –

- BROKER of the Year
- Brendan McCarthy Memorial Award

Favorite in the Industry Awards –

Here is your opportunity to recognize your favorite firms in the industry.

If you have any questions about completing the applications, feel free to contact:

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REMEMBER: Awards applications must be completed and submitted online on or BEFORE midnight on TUESDAY, March 15, 2011. NO EXCEPTIONS!!! Incomplete forms & paper forms will not be accepted.

For sponsorship information, please contact Heidi Bogdansky at 301.590.8793 or by email at heidib@gcaar.com.



Greater Washington Commercial Association of REALTORS® Multi-Million Dollar Commercial Finance Club Rules

Eligibility Requirements

1. The applicant must have been a full-time licensed real estate broker or salesperson and a member of the Greater Washington Commercial Association of REALTORS® in good standing on or before March 11, 2011. If you were not a GWCAR member in 2010, you may qualify for membership by paying 2010 dues and any other applicable fees. The individual or mortgage banker or broker 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 twenty million dollars (\$20,000,000) in aggregate finance volume on which settlement occurred in calendar year 2010. Property both listed and sold by the applicant may be credited only once.
3. Financing awards will include all debt and equity placements on behalf of either principal in a given transaction where a commission or fee was paid to the mortgage banker or broker for the brokerage of such financing and can be for commercial buildings, apartment buildings, land and like-kind exchanges of all such property.
4. **Joint Ventures** will be included toward financing awards, **not Sales Club Awards**. The total value of a Joint Venture (equity, debt) may be included, **provided a commission was paid for the value of a given transaction(s)**. Any commission paid as a result of introducing two or more parties into a venture that produces several transactions does **not** allow credit toward a Financing Club Award, unless said broker was paid a commission for each transaction of the venture. Full credit for the venture may be taken in the calendar year in which the partnership is formed and all paperwork is executed by both parties.
5. **The applicant must apply on the online forms on or before Midnight on TUESDAY, MARCH 15, 2011. SORRY NO EXCEPTIONS!!!** Once the application is submitted there shall be **no alterations or additions!!!**

Special Rules

1. Allocations of finance transactions between two or more firms:
 - A. Finance proceeds funded is allocated to each participating firm in proportion to the split of the applicant's fee split.
 - B. The individual applicant receives credit toward the Multi-Million Dollar Finance Club for that portion of the financing amount in direct proportion to the fee 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 \$5 million finance in which the fee is split equally. Each firm receives credit for \$2,500,000 and the applicant who handled the transaction within each firm receives \$2,500,000 credit toward the qualifying volume of \$20 million.

2. Allocation of finance transactions between salespersons within the same firms:
 - A. The gross finance proceeds funded is divided between each participating salesperson on the same percentage basis as the fee is divided between each participating salesperson.
 - B. Management overrides are not included within the percentages and do not count toward the minimum qualifying finance volume.
 - 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.

Example: The finance fee for a \$5 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 \$2,500,000.

3. A committee of not less than two members shall be appointed by the GWCAR 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.

Additional Finance Club Awards

- A. New Life Member: Must have been a member of GWCAR (WDCAR) Multi-Million Dollar Commercial Finance Club for five years, not necessarily consecutive.
- B. Life Member Qualifying Again: Names of life members qualifying again will be published.
- C. Finance Transaction of the Year: Please refer to the Sales & Finance Transaction of the Year rules.

For more information regarding the RULES, please feel free to contact:

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