



G R E A T E R
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O F R E A L T O R S[®]

2009 Awards

February 1, 2010

Dear GWCAR Member,

We are now accepting applications for the 2009 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, Friday, February 26, 2010!

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, March 25 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
- 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**
- **Rising Star Award**
- **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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GWCAR

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Amy L. Bowser

Jones Lang LaSalle

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REMEMBER: Awards applications must be completed and submitted online on or BEFORE midnight on FRIDAY, February 26, 2010. 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.



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Greater Washington Commercial Association of REALTORS® Multi-Million Dollar Commercial Sales 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 February 26, 2010. If you were not a GWCAR member in 2009 you may qualify for membership by paying 2009 dues and any other applicable fees by February 26, 2010. 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 eight million dollars (\$8,000,000) in aggregate sales volume on which settlement occurred in calendar year 2009. 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. If the joint venture is a form of mezzanine financing, equity or the contribution of land for a development, it should be counted towards your financing totals. **Financing transactions may no longer be included for Sales Club Award eligibility (see Finance Club rules).**
4. **The applicant must apply on the online forms on or before Midnight on FRIDAY, FEBRUARY 26, 2010. SORRY NO EXCEPTIONS!!!** Once the application is submitted there shall be **no alterations or additions!!!**

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 \$5 million sale in which the gross sales commission is split equally. Each firm receives credit for \$2,500,000 and the sales person who handled the transaction within each firm receives \$2,500,000 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-GWCAR team members percentage share towards their own totals.**

Example: The sales commission 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 Sales Club Awards

- A. New Life Member: Must have been a member of GWCAR (WDCAR) Multi-Million Dollar Commercial Sales Club for five years, not necessarily consecutive.

- B. Life Member Qualifying Again: Names of life members qualifying again will be published.
- C. Transaction of the Year: Refer to attached pages for more details.

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

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