



HALL COUNTY
BOARD OF REALTORS®

Hall County Circle of Excellence Application

Please complete, sign and send this application to the Hall County Board of REALTORS® office in a sealed envelope containing all applications from your company by February 23, 2018.

Name: _____
Company: _____
Address: _____
City: _____
State: _____
Zip Code: _____

E-Mail: _____

Phone: _____

Please check all that apply to you below:

- New Gold Phoenix** (This is your thirtieth year in a Board of REALTORS® Circle of Excellence)
- Active Gold Phoenix** (You qualified during the 2017 qualifying year)
- New Silver Phoenix** (This is your twentieth year in a Board of REALTORS® Circle of Excellence)
- Active Silver Phoenix** (You qualified during the 2017 qualifying year)
- New Phoenix Recipient** (This is your tenth year in a Board of REALTORS® Circle of Excellence)
- Active Phoenix** (You qualify for the Circle of Excellence during the 2017 qualifying year and you have already received your Phoenix)
- New Life Member** (This is your third consecutive year in a Board of REALTORS® Circle of Excellence OR this is your 5th year in a Board of REALTORS® Circle of Excellence)
- Active Life Member** (You have previously qualified as a Life Member and have qualified during the 2017 Qualifying year)
- Active Member** (you qualify for the current qualifying year but none of the above apply to you)

If you wish to be recognized on the program and have achieved Life, Phoenix, Silver Phoenix, or Gold Phoenix in the past and did NOT meet the qualifications during the 2016 qualifying year, please indicate which category applies to you:

Life Member **Phoenix Member** **Silver Phoenix Member** **Gold Phoenix Member**

By signature below, all signatories and applicants and participants agree to hold the Hall County Board of REALTORS® and members of the Circle of Excellence Committee harmless for any errors or omissions related to recognition of members of the Circle of Excellence. The undersigned agree to assert no claim for negligence, damage, omission, error or any other claim or cause of action against the Hall County Board of REALTORS® or individual members of the Circle of Excellence Committee for any of its actions or failure to act related to recognition of members who have applied for recognition by the Circle of Excellence committee or the Hall County Board of REALTORS®.

APPLICANT: I, _____, hereby make application for membership in the Circle of Excellence (formerly Million Dollar Club) of the Hall County Board of REALTORS®, and I hereby certify that I have met all the qualifications according to the attached Rules and that my Gross Commission Income derived from real estate transactions that I personally handled during the 2016 calendar year was in excess of sixty thousand dollars (\$60,000).

Signature: _____

Date: _____



HALL COUNTY
BOARD OF REALTORS®

BROKER: I, _____, swear that I have read the rules and regulations of the Circle of Excellence of the Hall County Board of REALTORS®, and I have read and reviewed the application of _____, and I warrant that this application is true and correct and that the Applicant has met all of the qualifications of the rules for admission in the Circle of Excellence. I also swear that all of the information used to meet the qualifications is in accordance with our records. I understand that should there be any errors in calculating the GCI, or any misrepresentations, the application submitted shall be disqualified without prejudice. I hereby agree to provide documentation from company records to verify the applicant's GCI **if requested** by the Circle of Excellence Committee. Failure to provide documentation upon request will result in denial of the application.

Broker
Signature: _____

Date: _____

Please do not attach or send company records or manager's report unless requested at a later date.



HALL COUNTY
BOARD OF REALTORS®

Hall County Circle of Excellence Broker Affirmation of GCI

This form is to be used when the applicant for the Hall County Board of REALTORS® Circle of Excellence worked for more than one brokerage firm during the qualifying year and will need to count income from the previous firm or firms in order to meet the minimum GCI to qualify. This form is to be completed by the Broker of the previous firm where the applicant worked. Use a separate certification for each prior company if income from more than one is needed.

Please type, sign and attach this form to the Circle of Excellence Application.

Name: _____

Company: _____

Address: _____

E-Mail: _____

Phone: _____

City: _____

State: _____

Zip Code: _____

BROKER: I, _____, swear that I have reviewed our company records and they reflect that _____ had a gross commission income from transactions he/she personally handled while licensed with our firm totaling _____ for the 2017 calendar year. I warrant that this statement is true and correct. I understand that should there be any errors in calculating the GCI, or any misrepresentations, the application submitted shall be disqualified without prejudice. I hereby agree to provide



HALL COUNTY
BOARD OF REALTORS®

documentation from company records to verify the applicant's GCI **if requested** by the Circle of Excellence Committee. Failure to provide documentation upon request will result in denial of the application.

Date: _____

Signature of Broker:

Hall County Circle of Excellence Rules

The function of the Hall County Circle of Excellence will be to recognize members of the Hall County Board of REALTORS® who have demonstrated exemplary performance and dedication to their profession during the qualifying year by achieving a level of production that is above average. The following rules will apply if accepted:

- 1) Eligibility into the circle of excellence shall be based on **gross commission income of \$60,000 or greater, during the qualifying year**. Gross commission income is the amount your company received according to the settlement statement.
- 2) If two or more agents within the same company received a commission on the same transaction, the GCI shall be divided in accordance with the division of the commission within the office. Two agents within the same office cannot both claim the entire GCI on any transaction.
- 3) If the applicant worked for more than one real estate firm during the qualifying year and needs to count GCI from more than one firm in order to meet the qualifications, the applicant must obtain a notarized "Affirmation of Gross Commission Income" signed by the Broker of all other firms for which GCI will need to be counted. Alternatively, the Applicant may provide a copy of a 1099 for commission income received during the qualifying year indicating that the minimum GCI of \$60,000 has been met.
- 4) Applicants must submit an application no later than February 23, 2018 and be current with all Hall County Board of REALTORS® dues at time of application. Applicant must also have been a member in good standing of the Hall County Board of REALTORS® during the qualifying year and be a member in good standing of the Hall County Board of REALTORS® at time of application.
- 5) The application must be signed by the Applicant and the Applicant's Broker.



HALL COUNTY
BOARD OF REALTORS®

- 6) It will be the sole responsibility of each member to keep copies of applications or past plaques for proof of active membership when receiving a Phoenix award.
- 7) All applications from each member company shall be **delivered to the office of the Hall County Board of REALTORS® in a sealed envelope no later than February 23, 2018.**
- 8) Approved Members of the Circle of Excellence will be provided with a verification form which will entitle them to purchase an official plaque from the designated vendor. There is no application fee for membership in the Circle of Excellence.
- 9) Approved Members of the Circle of Excellence will be recognized at the Hall County Board of REALTORS®.
- 10) **TEAMS.** The Circle of Excellence does not distinguish between teams or non teams. Only individuals who received commission income paid through their company or broker in an amount that was based upon gross commissions which were equal to or greater than \$60,000. for the qualifying year will be considered to have met the qualifications for the qualifying year. So if there is a team with 5 agents all working on the same team – all five agents would qualify if each agent was paid commissions based on a gross commission income of \$60,000. each – which would mean the team would have generated a minimum of \$300,000. in gross commissions for the company based on sales closed during the qualifying calendar year. If all commissions were paid to one person on the team, and that person in turn paid the other team members, only the one person who received commission income from the brokerage firm would qualify. There can be no double counting of commission dollars. So if a two person team generated a total commission of \$115,000. then either one or neither of the team members would qualify, depending on the allocation of commission dollars. In this case it would be impossible for both team members to qualify.

The above rules are designed to insure that the Circle of Excellence designation is bestowed only upon those individuals who truly achieved results indicative of a level of dedication and hard work that rises well above average and deserves special recognition.