



Individual Achievement Awards

401 - Million Dollar Club/Option Sales

Recognition will be given to salespeople whose contracted dollar volume totaled \$1 million or more from November 1, 2025 to October 31, 2026. Option Sales - Recognition will be given to salespeople who exclusively sell options and upgrades whose contracted dollar volume totaled \$500,000 or more from November 1, 2025 to October 31, 2026. PLEASE NOTE: You must specifically submit a sales candidate for the Million Dollar Club. A submission in any other category will not automatically mean recognition in the Million Dollar Club. **In addition, an Award will be presented to the Salesperson with the highest dollar volume of sales from this group.**

405 - Leasing Excellence Club

Recognition will be given to leasing consultants who executed 25 leases or more from November 1, 2025 to October 31, 2026. PLEASE NOTE: You must specifically submit a candidate for the Leasing Excellence Club. A submission in any other category will not automatically mean recognition in the Leasing Excellence Club. **In addition, an award will be presented to the Leasing Agent with the highest number of leases signed from this group.**

410 – Rooke of the Year – For Sale Housing (nominees must be in their first year of real estate sales hired on or after November 1, 2025).

In 500 words or less, please explain why the nominee qualifies for this award. Include complete answers to the following questions:

1. Did the nominee achieve the goal set for number of sales, volume of sales and closing ratios?
2. What responsibilities (marketing, training, processing, management, etc.) did the nominees have in addition to sales?
3. What personal special qualities does this nominee have which enhance his/her professionalism?
4. What difficulties did the nominee encounter in selling the product and how did they overcome them?
5. What level of growth did your Rookie achieve during his/her first year?

411 - Salesperson of the Year - For Sales Housing

In 500 words or less, please explain why the nominee qualifies for this award. Include complete answers to the following questions:

1. Did the nominee achieve the goal set for number of sales, volume of sales and closing ratios?
2. What responsibilities (marketing, training, processing, management, etc.) did the nominees have in addition to sales?

3. What personal special qualities does this nominee have which enhance his/her professionalism?
4. What difficulties did the nominee encounter in selling/marketing the product and how did they overcome them?

In addition, the following information is needed:

- Number of Units Sold by Nominee (Net Contracts)
- Dollar Volume
- Nominee's % of Volume Sold by Firm
- Total Dollar Volume Sold by Firm
- Type of Advertising Support

412 - Sales Team of the Year - For Sale Housing

In 500 words or less, please explain why the nominee qualifies for this award. Include complete answers to the following questions:

1. Did the nominee achieve the goal set for number of sales, volume of sales and closing ratios?
2. What responsibilities (marketing, training, processing, management, etc.) did the nominees have in addition to sales?
3. What personal special qualities does this nominee have which enhance his/her professionalism?
4. What difficulties did the nominee encounter in selling the product and how did they overcome them?
5. How were team dynamics/challenges addressed?

In addition, the following information is needed:

- Number of Units Sold by Nominee (Net Contracts)
- Dollar Volume
- Nominee's % of Volume Sold by Firm
- Total Dollar Volume Sold by Firm
- Type of Advertising Support

413 - Sales Manager of the Year - For Sale Housing

In 500 words or less, please explain why the nominee qualifies for this award. Include complete answers to the following questions:

1. Did the nominee achieve the goal set for number of sales, volume of sales and closing ratios?
2. What responsibilities (marketing, training, processing, management, etc.) did the nominees have in addition to sales?
3. What personal special qualities does this nominee have which enhance his/her professionalism?
4. What difficulties did the nominee encounter in selling the product and how did they overcome them?
5. How many people did nominee have under his/her direct supervision?

In addition, the following information is needed:

- Number of Units Sold by Nominee (Net Contracts)
- Dollar Volume
- Nominee's % of Volume Sold by Firm
- Total Dollar Volume Sold by Firm
- Type of Advertising Support

414 - Marketing Director of the Year - For Sale Housing

In 500 words or less, please explain why the nominee qualifies for this award. Include complete answers to the following questions:

1. Explain the development and implementation of marketing policy including market research, product development, marketing plan, merchandising and advertising.
2. What responsibilities (marketing, training, processing, management, etc.) did the nominees have in addition to sales/marketing?
3. What personal special qualities does this nominee have which enhance his/her professionalism?
4. What difficulties did the nominee encounter in selling/marketing the product and how did they overcome them?
5. How many disciplines did nominee have under his/her direct supervision?

In addition, the following information is needed:

- Number of Units Sold or Marketed by Nominee (Net Contracts)
- Dollar Volume
- Nominee's % of Volume Sold or Marketed by Firm
- Total Dollar Volume Sold or Marketed by Firm
- Type of Advertising Support

415 - Rookie of the Year in a Rental Communities (nominees must be in their first year of real estate sales hired on or after November 1, 2025).

In 500 words or less, please explain why the nominee qualifies for this award. Include complete answers to the following questions:

1. Did the nominee achieve the goal set for number of leases, volume of leases and closing ratios?
2. What responsibilities (marketing, training, processing, management, etc.) did the nominees have in addition to leasing/marketing?
3. What personal special qualities does this nominee have which enhance his/her professionalism?
4. What difficulties did the nominee encounter in leasing/marketing the product and how did they overcome them?
5. What level of growth did your Rookie achieve during his/her first year?

In addition, the following information is needed:

- Number of Units Leased or Marketed by Nominee (Net Contracts)
- Dollar Volume
- Nominee's % of Volume Leased or Marketed by Firm
- Total Dollar Volume Leased or Marketed by Firm
- Type of Advertising Support

416 - Leasing Consultant of the Year - Rental Communities

In 500 words or less, please explain why the nominee qualifies for this award. Include complete answers to the following questions:

1. Did the nominee achieve the goal set for number of leases, volume of leases and closing ratios?
2. What responsibilities (marketing, training, processing, management, etc.) did the nominees have in addition to leasing/marketing?
3. What personal special qualities does this nominee have which enhance his/her professionalism?
4. What difficulties did the nominee encounter in leasing/marketing the product and how did they overcome them?

In addition, the following information is needed:

- Number of Units Leased or Marketed by Nominee (Net Contracts)
- Dollar Volume
- Nominee's % of Volume Leased or Marketed by Firm
- Total Dollar Volume Leased or Marketed by Firm
- Type of Advertising Support

417 - Leasing Team of the Year - Rental Communities

In 500 words or less, please explain why the nominee qualifies for this award. Include complete answers to the following questions:

1. Did the nominee achieve the goal set for number of leases, volume of leases and closing ratios?
2. What responsibilities (marketing, training, processing, management, etc.) did the nominees have in addition to leasing or marketing?
3. What personal special qualities does this nominee have which enhance his/her professionalism?
4. What difficulties did the nominee encounter in leasing or marketing the product and how did they overcome them?
5. How were team dynamics/challenges addressed?

In addition, the following information is needed:

- Number of Units Leased or Marketed by Nominee (Net Contracts)
- Dollar Volume
- Nominee's % of Volume Leased or Marketed by Firm
- Total Dollar Volume Leased or Marketed by Firm
- Type of Advertising Support

418 - Leasing Manager of the Year - Rental Communities

In 500 words or less, please explain why the nominee qualifies for this award. Include complete answers to the following questions:

1. Did the nominee achieve the goal set for number of sales, volume of sales and closing ratios?
2. What responsibilities (marketing, training, processing, management, etc.) did the nominees have in addition to sales/marketing?

3. What personal special qualities does this nominee have which enhance his/her professionalism?
4. What difficulties did the nominee encounter in selling/marketing the product and how did they overcome them?
5. How many people did nominee have under his/her direct supervision?

In addition, the following information is needed:

- Number of Units Leased by Nominee (Net Contracts)
- Dollar Volume
- Nominee's % of Volume Leased by Firm
- Total Dollar Volume Leased by Firm
- Type of Advertising Support

419 - Leasing Marketing Director of the Year - Rental Communities

In 500 words or less, please explain why the nominee qualifies for this award. Include complete answers to the following questions:

1. Explain the development and implementation of marketing policy including market research, product development, marketing plan, merchandising and advertising.
2. What responsibilities (marketing, training, processing, management, etc.) did the nominees have in addition to sales/marketing?
3. What personal special qualities does this nominee have which enhance his/her professionalism?
4. What difficulties did the nominee encounter in selling/marketing the product and how did they overcome them?
5. How many disciplines did nominee have under his/her direct supervision?

In addition, the following information is needed:

- Number of Units Leased or Marketed by Nominee (Net Contracts)
- Dollar Volume
- Nominee's % of Volume Leased or Marketed by Firm
- Total Dollar Volume Leased by Firm
- Type of Advertising Support

501 - Associate Member Salesperson of the Year (those who provide goods and services to the industry)

In 500 words or less, please explain why the nominee qualifies for this award. Include complete answers to the following questions:

1. Did the nominee achieve the goal set for number of sales and volume of sales?
2. What responsibilities (marketing, training, processing, management, etc.) did the nominees have in addition to sales/marketing?
3. What personal special qualities does this nominee have which enhance his/her professionalism?
4. What difficulties did the nominee encounter in selling/marketing the product and how did they overcome them?

In addition, the following information is needed:

- Number of Accounts Sold, Marketed or Supervised by Nominee
- Nominee's % of set goals
- Nominee Dollar Volume of set goals
- Type of Advertising Support

502 - Associate Member Marketing Director of the Year (those who provide goods and services to the industry)

In 500 words or less, please explain why the nominee qualifies for this award. Include complete answers to the following questions:

1. Explain the development and implementation of marketing policy including market research, marketing plan and advertising.
2. Did nominee achieve set goals?
3. What responsibilities (marketing, training, processing, management, etc.) did the nominees have in addition to sales/marketing?
4. What personal special qualities does this nominee have which enhance his/her professionalism?
5. What difficulties did the nominee encounter in selling/marketing the product or service and how did they overcome them?
6. How many disciplines did nominee have under his/her direct supervision?

503 - Associate Member In House Designer or Design Team (those who provide goods and services to the industry)

In 500 words or less, please explain why the nominee qualifies for this award. Include complete answers to the following questions:

1. Explain the project strategy, project concept, challenges faced and how they were overcome, the end product and results.
2. Did nominee achieve set goals?
3. What difficulties were encountered in selling the product or service and how were they overcome?
4. How were team dynamics/challenges addressed?