

**Central Carolina REALTORS® Association
Commercial Circle of Excellence
2016 Rules and Regulations**

Application Deadline: Wednesday, February 15, 2017

- I. Any licensee (officer or otherwise) of any real estate broker (individual) or firm who is licensed under the South Carolina Real Estate Commission and holds a REALTOR® membership in Central Carolina REALTORS® Association (CCRA). Both salaried and commissioned personnel are eligible for membership in the Commercial Circle of Excellence.
- II. Definitions for terms used in these rules:
 - a. A “qualifying year” shall be for a twelve-month period beginning January 1 and running through December 31.
 - b. Personal Income (PI) is income as reported on a 1099 and/or W-2.
- III. To qualify, an individual must meet the following requirements for each of the designated levels below:

Bronze Level: \$75,000 - \$149,999 PI

Silver Level: \$150,000 – \$224,999 PI

Gold Level: \$225,000 and above PI

An individual must fulfill the following additional requirements to qualify for any level of participation:
 - a. For sales or leases, have a minimum PI of \$75,000 as reported on a 1099 and/or W-2.
 - b. Be a member of Central Carolina REALTORS® Association in good standing at the time of election and at the time of presentation of awards.
 - c. Be approved by the Board of Directors of Central Carolina REALTORS® Association.
 - d. Persons joining the Association during the qualifying year are only eligible for PI from sales or leases closed after the date on the membership application.
- IV. Recognition will be given to the top PI producer for sales only, the top PI producer for leases only, and the top PI producer for combined sales and leases. Applicants for top PI sales producer, top PI lease producer, and top PI producer for combined sales and leases must submit detailed transaction information and exact PI amount.
- V. Where an agent has or takes an ownership position in a listing, sale or lease, the agent must deduct the portion equal to his/her percentage of ownership.
- VI. All information submitted is accessible only to the Circle of Excellence Committee and the Board of Directors. Submitted information will be treated confidentially.