



# 2018 HALLMARK AWARDS OFFICIAL APPLICATION

**CFCAR**

5123 Kernwood Court | Palm Harbor, FL 34685

[CFCAR@fernmanagement.com](mailto:CFCAR@fernmanagement.com)

(407) 816-7368 | Fax: (727) 942-4570

**Please complete and sign the application below and return to CFCAR by Tuesday, May 1, 2018 to be considered as an applicant for the 2018 CFCAR Annual Hallmark Awards. Fee for entry is \$50.00 per person.**

Applicant Name: \_\_\_\_\_ Designations: \_\_\_\_\_

Company Name: \_\_\_\_\_ County Office Located In: \_\_\_\_\_

Office Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_

Email: \_\_\_\_\_ Number of Years In Commercial Real Estate? \_\_\_\_\_

<u>Category</u>		<u>Volume</u>
Investment	(ENTER TOTAL FROM TRANSACTION SUMMARY SHEET)	\$
Retail	(ENTER TOTAL FROM TRANSACTION SUMMARY SHEET)	\$
Office	(ENTER TOTAL FROM TRANSACTION SUMMARY SHEET)	\$
Industrial	(ENTER TOTAL FROM TRANSACTION SUMMARY SHEET)	\$
Land	(ENTER TOTAL FROM TRANSACTION SUMMARY SHEET)	\$
Mortgage	(ENTER TOTAL FROM TRANSACTION SUMMARY SHEET)	\$
<b>Total</b>	(TOTAL DOWN FROM ALL CATEGORIES)	<b>\$ 0.00</b>

I hereby confirm that I have read the Rules & Calculations Methodology of the Hallmark Awards of the Central Florida Commercial Association of REALTORS® and I am currently a member and hereby make application for consideration. I represent that from **January 1, 2017 to December 31, 2017**, I personally participated in the real estate transactions described on the attached form totaling the sum above.

**NOTICE TO REAL ESTATE BROKER:**

As applicants Broker, I affirm that I have read the Rules and Calculations Methodology of the Hallmark Awards of the Central Florida Commercial Association of REALTORS and that I have read and reviewed this Application and represent that it is true and correct. Any intentional misrepresentation shall be automatic disqualification from receipt of any Awards.

This \_\_\_\_\_ day of \_\_\_\_\_, 2018.

\_\_\_\_\_  
Signature of Applicant

\_\_\_\_\_  
Company

\_\_\_\_\_  
Signature of Broker

Submit signed and completed application by mail to CFCAR, 5123 Kernwood Court, Palm Harbor, FL 34685 or by email to [CFCAR@fernmanagement.com](mailto:CFCAR@fernmanagement.com) or by fax to (727) 942-4570.

# 2018 CFCAR HALLMARK AWARDS

## INSTRUCTIONS FOR SUMMARY, RULES & CALCULATION METHODOLOGY

### GENERAL REQUIREMENTS:

Enter your information only in the green shaded areas, everything will calculate automatically

1. Under the column marked ***Seller/Buyer or Landlord/Tenant***. You must enter the names. You may only enter transactions in which you participated in and received a commission.
2. Under the column marked ***Contact Verification*** you must put your broker or an office administrator who upon being called could verify any or all of the transactions entered and verify your level of participation.
3. Under the column marked ***Verification Phone number*** you must put the best number to reach you for contact verification.
4. For every transaction you were involved with you will put the total sales price of the entire transaction in the column marked.  
***Total Sale/Gross Lease Value. However you can only receive credit for your portion of that sale called Hallmark Credit*** Lease Volume is the Gross Lease amount for the initial term only. If lease allows for commission in the future upon renewal that volume can only be counted upon execution and payment of commission in the year it occurs. If lease option to purchase is only the sales amount in the year it occurs can be counted.
5. ***Hallmark Credit***. You will place in the column marked ***Applicant % of Transaction*** your % of involvement. **Example:** If you represented both sides of a sale or lease, your portion is **100%** and you would put this in the column under ***Applicant % of Transaction***. If you only represented one side, either listing or selling side, your portion would be 50% & if you partnered with another salesperson/broker representing one side of a transaction your portion would be 25% **Once you enter the Total Sale/Gross Lease value and your Applicant % of Transaction, the Hallmark Credit will automatically be computed. However you must MANUALLY enter that computed amount in the column under the category it pertains to.**
6. ***Deal Count*** is automatically calculated for you.
7. **The total for each category will be automatically totaled for you, YOU MUST ENTER THE TOTALS MANUALLY . ON THE APPLICATIONS PAGE BY EACH CATEGORY AND THEN MANUALLY TOTAL DOWN**
8. You must sign and have your broker sign the form and the application cover and summary of transactions must be submitted prior to the deadline by mail or can be scanned and emailed.
9. If your transactions exceed the spaces allowed contact Sandi Lundin at CFCAR and she will send an extended version to you.
10. **Circle of Achievement Award:** All members who submit their Hallmark Credit Volume that **exceeds \$1,000,000 will receive this award**

### **List of CFCAR Hallmark Awards**

Top Ten (10) Producers and Top Producer in each category  
Overall Top Ten (10) Producers for all categories combined  
NUMBER One Overall Top Producer  
Overall Top Producer for each County  
Rookie of the Year for each County and Overall Rookie of the Year

**For Awards below - see Specialty Award Nominations Form (a Separate PDF form) for instructions required for application.**

Realtor® of the Year  
Deal of the Year Award  
Community Service Award

Rookie of the Year  
Affiliate of the Year Award  
Wilbur Strickland Award

# Payment Form

Fee for entry: \$50.00 per person

<u>Payment Type:</u> <input type="checkbox"/> Check <input type="checkbox"/> Visa <input type="checkbox"/> Master Card <input type="checkbox"/> AMEX <input type="checkbox"/> Discover Credit Card
Name on Card: _____
Credit Card #: _____ Expires: _____ CVV: _____
Billing Address: _____ Billing Zip: _____