



NEW HOMES ROOKIE OF THE YEAR AWARD

CIRCLE OF EXCELLENCESM APPLICATION

(Award period Covers January 1, 2011 through December 31, 2011)

I. GENERAL INFORMATION

- A. Nominee must hold an active primary membership in the organization.
- B. Nominee must have been employed full time by a firm in good standing with the Hampton Roads REALTORS[®] Association and hold an active salesperson license. Full time defined as a licensee occupied in real estate sales as the only job he or she holds.
- C. Receipt of the Rookie Award must be no later than the awards issuance immediately following the end of the first twelve (12) months of licensure.
- D. REALTORS[®] primary business (51% or more) must be in new home sales and new construction lots.
- E. Nominee must have received a HRRRA Circle of ExcellenceSM/New Homes Award during the Awards period covered.
- F. The following information must be submitted to the Awards Advisory Group no later than **Monday, January 16, 2012, 5:00 p.m.**, c/o HRRRA, 638 Independence Parkway, Suite 100, Chesapeake, VA 23320.

II. ELIGIBILITY REQUIREMENTS

NAME OF NOMINEE: _____

FIRM NAME: _____

Date Nominee Licensed: _____ License Number: _____

III. GUIDELINES

The following specifics will be used in determining qualifications for New Homes Rookie of the Year:

- A. 10% Character and Integrity.
- B. 10% Quality of Service to new construction clients.
- C. 10% Professional Knowledge - Number of New Construction Real Estate Courses/Seminars taken, or designations earned or presently working on.
- D. 60% Closed volume of New Homes Sales during award year: _____
- E. 5% Hampton Roads REALTORS[®] Association participation during current award year.
- F. 5% Civic Accomplishments during current award year.

NOTE: Submissions are limited to a maximum of 4 pages one side only. Application will not be considered if over 4 pages typewritten limit. PHOTOGRAPH MUST BE SUBMITTED WITH APPLICATION.

Signed: _____ Date: _____
Owner/Managing Broker