



The Rookie of the Year Award will be based on the rookie's first 12 months of performance in real estate. Members will be eligible for this award the year in which their first anniversary falls from the original date they joined the Toledo Regional Association of REALTORS®. To be eligible for this year's award, the applicant must have joined TRAR between the dates of September 1, 2017 and August 30, 2017 AND completed their first full transactional year between the dates of September 1, 2018 and August 30, 2019. Applicants that have actively sold real estate in prior years or with another Board shall be ineligible. Applicants must currently be active in the real estate profession and a member in good standing with the Toledo Regional Association of REALTORS®.

Applicants may attach to the back of the completed application letters of reference or other documents that they wish the review committee to consider in making its final decision.

In an effort to recognize REALTORS® who are well rounded, five different categories are evaluated in determining the recipient of TRAR's Rookie of the Year. The applicant's number of transactions, sales volume, REALTOR® education, community involvement, and TRAR involvement are each worth 20% of the overall score.

**(EXAMPLE: If you joined TRAR on 11/1/2017 your first year would be completed as of 11/1/2018. All transactions, education, and volunteer items that fell between these dates would qualify to be included on the application for this award. If you joined TRAR on 2/1/2018 your full year would end 2/1/2019.)**

**1. NUMBER OF TRANSACTIONS COMPLETED:**

Applicant shall supply the review committee a list of transactions completed in the first full year as a REALTOR® with the Toledo Regional Association of Realtors®. This shall include both listings sold and buyer controlled sales with each "side" the agent completes counted as one (1) transaction.

**2. TOTAL CLOSED SALES VOLUME:**

Applicant shall submit the total sales price of all closed transactions and the date upon which the closing took place. Again, the listing side shall account for one times the sold amount and the agent, also making the sale of their own listing, shall be allowed to add the sales price into the closed volume.

**3. REALTOR® EDUCATION**

Applicant shall provide a list of classes completed which will count for either a Graduate Realtor® Institute (GRI), Certified Residential Specialist (CRS), or toward any accredited continuing education requirement as established by the Ohio Division of Real Estate.

**4. BOARD OF REALTORS® INVOLVEMENT**

Applicant shall list all Board of Realtor® activities and committees in which the applicant has attended.

**5. COMMUNITY INVOLVEMENT**

Applicants shall, on the forms provided, list all activities of community involvement in which the applicant participates.

**\*\*RETURN REQUIRED MATERIALS TO THE TOLEDO REGIONAL ASSOCIATION OF REALTORS® NO LATER THAN 3:00PM OF BUSINESS SEPTEMBER 27, 2019\*\***

## **ROOKIE OF THE YEAR APPLICATION**

Applicant Name \_\_\_\_\_

Employing Office \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Date of Board Activation \_\_\_\_\_

Who is the best person to contact at your office, if any information needs clarification?

\_\_\_\_\_

Name

\_\_\_\_\_

Phone

\_\_\_\_\_

Applicant's signature

\_\_\_\_\_

Date

\_\_\_\_\_

Broker's signature

\_\_\_\_\_

Date

## **TRANSACTIONS FORM DIRECTIONS**

Applicant shall include the Agent Transaction Report showing a list of transactions completed in the first full year, **September 1, 2018- August 30, 2019**, as a REALTOR® with the Toledo Regional Association of Realtors®. This shall include both listings sold and buyer controlled sales with each "side" the agent completes counted as one (1) transaction.

As an example: A listing sold shall count as one side, and should the agent sell that listing himself or herself, that transaction counts as two sides.

\*\*This portion shall carry an evaluation weight of 20% of the applicant's total score in making the award decision.

**Are you part of a team?**                      Y        or        No

**If yes: How many members are on your team?**        \_\_\_\_\_

## **REALTOR® EDUCATION FORM**

Applicant shall provide below a list of classes completed which will count for either a Graduate Realtor® Institute (GRI), Certified Residential Specialist (CRS), or toward any accredited continuing education requirement as established by the Ohio Division of Real Estate.

\*\*This portion shall carry an evaluation weight of 20% of the applicant's total score in making the award decision\*\*

---

### **Example**

<b>Class</b>	<b>CE Credit Y/N</b>	<b>HR S</b>	<b>Date Completed</b>	<b>For Designation</b>
<b>Ethics &amp; Professional Practices</b>	<b>Yes</b>	<b>3</b>	<b>7-06-11</b>	<b>GRI</b>

## **BOARD OF REALTORS® INVOLVEMENT FORM**

Applicant shall, on the forms provided, list all Board of Realtors® activities and committees in which the applicant has attended.

\*\*This portion shall carry an evaluation weight of 20% of the applicant's total score in making the award decision\*\*

---

### **Example**

<b>Committee Involvement:</b>	<b>Dates of Involvement</b>	<b>Position</b>
<b>Government</b>	<b>6/10/11-9/10/11</b>	<b>Member</b>
<b>Affairs Education</b>	<b>7/1/11-9/10/11</b>	<b>Chair</b>

<b>Events/Activities Involvement:</b>	<b>Dates</b>	<b>Involvement</b>
<b>Government</b>	<b>8/14/11</b>	<b>Attendee</b>
<b>Affairs MS 150</b>	<b>7/1/11</b>	<b>Helped Set up</b>

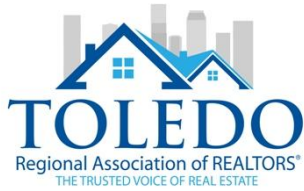
## **COMMUNITY INVOLVEMENT FORM**

Applicants shall list below all activities of community involvement that the applicant maintains a continuing interest and involvement.

\*\*This portion shall carry an evaluation weight of 20% of the applicant's total score in making the award decision\*\*

---

<b>Organization:</b>	<b>Position</b>	<b>Dates of Involvement</b>	<b>Duties/Activities</b>
<b>United</b>	<b>Campaign</b>	<b>9/27/97-1/11/2011</b>	<b>Helped to raise</b>



## 2019 ROOKIE OF THE YEAR Award Scoring Form

**Scoring Form**

**Candidate No.** \_\_\_\_\_

Please evaluate each nominee based on the following criteria. Then award points as indicated. The total points awarded by all judges will be tallied to help determine the REALTOR OF THE YEAR winner.

	<b>Possible Points</b>	<b>Score:</b>
<b><u>Transactions</u></b>	1-20	_____
<b><u>REALTOR Education</u></b>	1-20	_____
<b><u>TRAR Involvement</u></b>	1-20	_____
<b><u>Civic Involvement</u></b>	1-20	_____
<b><u>Total Sales Volume</u></b>	1-20	_____
	<b>Total Points</b>	_____