

WALTON-BARROW BOARD OF REALTORS®, INC.

RULES FOR ADMISSION TO THE MILLION DOLLAR CLUB

Requirements for Membership

1. ELIGIBILITY:

Any employee or independent contractor who is both licensed under the Georgia Real Estate Commission and a REALTOR® member in good standing of the Walton-Barrow Board of REALTORS®, has attended an Orientation Class, and has not applied, nor is a member of another Board of REALTORS®' Million Dollar Club, for the current year is eligible for membership. Only applicants receiving commissions are eligible for membership. Dues **must** be paid prior to or at time of application for MDC membership.

2. QUALIFYING YEAR:

A “qualifying year” shall be defined as a full calendar year beginning January 1 and running through December 31.

3. MEMBERSHIP YEAR:

A “membership year” shall be for the calendar year immediately following the qualifying year.

4. QUALIFICATION:

To qualify, an individual / team must fulfill the following requirements:

A. Produce and close new business in the amount of, or in excess of \$1,000,000.00 (\$2,000,000 for a team) during the qualifying year. A commission must be paid for each transaction. Income must be received by agent to receive credit.

B. Only transactions closed after the effective date of membership in the Board of REALTORS® or verifiable closed transaction while a member of another Board of REALTORS® will be credited toward volume for the Million Dollar Club.

C. Application must be submitted on the official approved form provided by the Board, include the legal names to the contract, a legal description of the property, a detailed description of the division of commission earned. The MDC Committee will contact top agents for appointment to meet with MDC. At that time they may be requested to provide the following information HUD1, MLS printouts, 1099 or Broker Certification of Income. There may be additional pertinent information the MDC Committee may request.

D. Applicant (or team) must have received a minimum of \$50,000.00 from gross commission income paid to the Broker for **the first million dollars sold and \$40,000.00 gross commission income paid to the broker for each additional** million dollars sold in the qualifying year.

E. Applicant must be in good standing with the Walton-Barrow Board of REALTORS® and final approval shall be subject to approval by the Million Dollar Club Committee and audit by the Board of Directors. Applicant must have completed an Orientation Class.

F. If information requested is not provided to MDC by their deadline, you will not be considered for an Award.

5. **APPLICATION SUBMISSION:**

In order to qualify for MDC the applicant must submit an application **on or before the deadline set**. With each application there must be a signed detailed statement of the applicant's closed business for the qualifying year, on the Board approved form with all pertinent information completed. Each such statement must be sworn to by the applicant and certified by his/her Managing REALTOR that the applicant has qualified for the Million Dollar Club under the present rules and regulations. **NO LATE APPLICATIONS WILL BE ACCEPTED.**

An application fee for the amount set and approved by the Million Dollar Club Committee must accompany the application. Failure to submit this fee with the application, shall disqualify the application. Should the application be rejected for any reason, the application fee is refunded.

6. **CREDITS:**

A. **For the Selling Agent(s):** The credit shall be 50% of the closing purchase price. In event there is no fixed or stipulated purchase price (as in exchange of properties), then the values used to Determine the commission shall be the amount credited. The agent that procures the Purchaser receives all this classification of credit regardless of who or what company is the listing agent.

B. **For the Listing Agent(s):** The credit shall be 50% of the closing purchase price as determined in paragraph "A" above. The agent that procures the Seller receives 50% of the credit regardless of who or what company is the selling agent.

C. **For the Leasing Agent(s):** The credit shall be the amount of the gross annual average rental called for in the original term of the lease, discounted by the Present Worth Factor at 6%. The amount of the credit each agent receives shall be determined by the percent he/she receives of the total amount of commissions paid to all agents concerned. There shall be no credit allowed for any renewals or options of the amount of the gross annual average rental as discounted as prescribed above, or the amount of the purchase price, whichever is the lesser, shall be the amount credited. If there is an option to purchase after the specified term of the lease, then the amount of the gross annual average rental called for up to the time of the option to purchase, whichever is lesser, shall be credited. No credit is allowed for any lease that is an extension, renewal, or expansion, except that where a new lease is negotiated for additional space, credit shall be given for the new lease only on the additional amount of space based on the gross rental of the new space, discounted by the Present Worth Factor at 6%.

D. **More Than One Participant and/or Syndication:** If more than one individual within the same company participates as the selling agent, the listing agent or the leasing agent, the credit allowed will be the same proportions as the division of commission (or credits for commission) between the individuals. Where an individual sells shares of ownership in property through syndications, the credit shall be in the same proportion as the percent of ownership that agent sells in the syndicated transaction. **If balance of credit is not claimed by another agent for MDC credit, Applicant may not claim unused portion for credit, if they did not receive commission on unused portion.**

E. **Full Credit:** Will be allowed in the year of closing of a transaction when an installment commission exists.

F. **When a Broker/Agent Takes an Ownership Position:** No credit shall be claimed for that portion of ownership interest, unless a commission is paid.

G. **Broker Commission:** Any commission earned in the capacity of a broker cannot be used for qualifying credit unless the broker is acting in a capacity of a cooperating agent. In such cases, the credits shall be divided as specified in the purchase contract.

H. **No Credit Allowed:** For any transactions in which a fee is collected and such fee is not contingent upon the actual closing of the transaction. No credit shall be allowed for appraisals, evaluations and consultations of any kind.

I. Total Credit Amounts: Total credit amounts claimed by all applicants for the purpose of qualifying cannot exceed a combined amount of 100% of the total purchase price.

J. Committee: The Million Dollar Club Committee shall serve as the committee to consider all applications.

L. Application Deadline: Applications and all supporting materials must be submitted to the Board's Million Dollar Club Committee by **4:00 p.m., January 19, 2012** after the end of the qualifying year. Late applications will not be given consideration.

7. **CLASSES OF MEMBERSHIP:**

There shall be four (4) classes of membership:

1. Active Member: Is one who has been elected for the year immediately following their qualifying year.
2. Life Member: Shall be one, who has been elected to membership for three (3) successive years, or who has been elected for any three (3) years out of five (5) years.
3. Active Life Member: One elected to life membership and is also an active member.
4. Phoenix Club Member: Shall be one who has been elected to membership for any ten (10) years.
5. Active Phoenix Club Member: One elected for more than ten (10) years into the Million Dollar Club.
6. Crystal Phoenix Club Member: Shall be one who has been elected to membership for twenty (20) years into the Million Dollar Club.
7. Active Crystal Phoenix Club Member: One elected for more than twenty (20) years into the Million Dollar Club.

8. **SPECIAL RECOGNITION:**

In addition to recognizing the above classes of membership, the following persons shall receive special recognition:

1. Top 5 Individual Sales Agents: **Applicants shall have no active licensees working for the applicant at any given time during the qualifying year, which is paid either directly or indirectly by the applicant or is compensated on a regular basis for sales as a result directly or indirectly from business procured by applicant.**
2. Top 3 Sales Teams: Applicants that have licensees working for them at any time during the qualifying year, which are paid either directly or indirectly by the applicant, or are compensated on a regular basis for sales resulting from business directly or indirectly procured by applicant

AT THE BEGINNING OF THE QUALIFYING YEAR (WHEN DUES ARE PAID), EACH AGENT MUST SPECIFY IF WORKING AS A TEAM OR INDIVIDUAL.

3. More Than \$1,000,000.00: Those attaining new business in any qualifying year at the level of \$2,000,000.00 per year, \$3,000,000.00 per year and in other multiples of \$1,000,000.00 beyond this point will not only receive the Million Dollar Club Award, but it shall further state that this membership is in recognition of sales of a value in excess of the level achieved in multiples of \$1,000,000.00, for this purpose the total amount sold shall be rounded off to the lower million dollar multiple.

9. Members of the MDC shall be authorized to use the Million Dollar Club seal adopted by the Board of Directors of the Walton-Barrow Board of REALTORS®, Inc. for use on business cards and letterheads only during the year in which they are members of the MDC.

10. Membership in the Million Dollar Club shall be contingent upon membership in good standing in the Walton-Barrow Board of REALTORS®, Inc. If for any reason, a member of the Million Dollar Club ceases to be a member of the Walton-Barrow Board of REALTORS®, Inc. his/her membership in the MDC is automatically terminated.

11. The Million Dollar Club of the Walton-Barrow Board of REALTORS®, Inc. has been established and is sponsored by the Walton-Barrow Board of REALTORS®, Inc. All actions of the Club shall be subject to approval of the Board of Directors of the Walton-Barrow Board of REALTORS®, Inc. The above Board of Directors further reserves the right to modify and amend the rules and regulations of said club from time to time and/or to dissolve the Club at it's discretion.

12. These amended rules and regulations of the Million Dollar Club shall apply to business produced in the year **2011** and thereafter until modified by the Board of Directors of the Walton-Barrow Board of REALTORS®, Inc.