



Dear Member:

Here is the perfect opportunity for you to gain recognition and market your real estate expertise to the business community. The CRCBR Deal Makers Awards Program recognizes brokers and developers in the commercial real estate industry who have accumulated sales transactions of over \$2 million in the past year in the categories of office, industrial, investment, land and retail. Following is an application for the Charlotte Region Commercial Board of REALTORS® Deal Makers Awards Program. This year we will be celebrating 15 years of outstanding performers in our industry. The program will be held on March 4, 2009, at the Westin Charlotte.

Partners in the Program:

- The *Charlotte Business Journal* provides a special insert in their weekly publication. The insert is targeted to the commercial real estate community and offers tremendous advertising value to CRCBR members. The insert also serves as the official announcement of winners who are listed in each category with their photos.
- **Greer & Walker, LLP** is the official auditing firm for the Deal Makers Awards Program. All applications will be received and processed by Greer & Walker, LLP to ensure confidentiality and accuracy.
- As in previous years, the CRCBR Rules Audit Committee will sign non-disclosure agreements to ensure information provided in your application is held in confidence. Only total values will be disclosed.

And, remember our special award categories:

- **Lifetime Achievement Pin** – recognizes individuals with 10 or 15 years of participation.
- **Rookie of the Year Award** – available to anyone working in the commercial real estate industry for less than 2 years.
- **Transaction of the Year Award** – recognizes ingenuity for transactions that required creativity and are unique.

Start your application now so you can quickly add in your year end totals and return it along with the appropriate application fee. **The deadline for ALL applications is January 16, 2009.** If you have any questions about completing the application, please contact Lori Harrison at 704-377-8982 or [lori@crcbr.org](mailto:lori@crcbr.org). All specific transaction information is kept strictly confidential.

This year the Charlotte Business Journal is offering discounted advertising rates in the Deal Makers insert. Reserve your ad space by Friday, January 30<sup>th</sup> and receive the 26X rate or one step above your contract rate. Call Ad Director, Sheila Cottringer at 704-973-1138 to reserve your space today.

I appreciate your participation and look forward to honoring you in March.

A handwritten signature in black ink, appearing to read "Rob Pressley". The signature is stylized with large, overlapping loops.

Rob Pressley  
CRCBR 2009 President



## DEAL MAKERS AWARDS 2009 APPLICATION OVERVIEW



The Charlotte Region Commercial Board of REALTORS® established the Deal Makers Awards Program to annually recognize top producers in the sale and lease of commercial real estate. Winners will be honored at a special awards program and their accomplishments will be included in a special insert provided by the *Charlotte Business Journal*.

To qualify for the Charlotte Region Commercial Board of REALTORS® Deal Makers Awards, you **must**:

1. Sell and/or lease at least \$2 million worth of commercial real estate in the calendar year 2008, and
2. Hold a current REALTOR® membership in the Charlotte Region Commercial Board of REALTORS® at the time you submit the application, and at the time of the awards presentation.

***Please make sure you:***

1. **Read** the enclosed Rules & Regulations carefully – there are updates to the rules this year, so make sure to become familiar with this information.
2. **Complete both** the Application(s) and Transaction Worksheet(s).
3. **Return** the appropriate application(s), your photograph, bio, and all worksheets with your payment of \$85 for a plaque, or \$55 for a printed certificate or processing fee.

The application and fee must be received by Greer & Walker, LLP before **3:00 pm on Friday, January 16 2009**. If you have any questions, please contact Lori Harrison at 704-377-8982.

**NOTE:** Applications may be sent via mail or express delivery. If you choose to hand deliver your application, it must be in a sealed envelope with the proper address (see application) indicated.



## DEAL MAKERS AWARDS 2009 RULES & REGULATIONS



### I. ADMINISTRATION

Annually, the President-Elect of the CRCBR shall appoint a committee which will consist of five members, including one member of the Board of Directors of the CRCBR. Appointed members shall select a chairman of the committee and may appoint additional members to assist in the review and selection of the award applications. All members of the committee are required to sign a non-disclosure agreement as required by the Board of Directors. Original copies of each executed form will be kept in CRCBR's offices.

### II. REVIEW PROCESS

The Board of Directors has the right to modify or amend the Rules and Regulations at its discretion. The Rules & Regulations shall remain in effect until modified by the Board of Directors.

The Deal Makers Awards Committee is authorized to set an application fee, at its discretion, prior to asking for applications for participation in the awards program. This fee shall cover the costs of promoting and honoring the Deal Makers Awards applicants, as well as any awards, plaques or certificates to be given to each recipient. In the event an applicant does not qualify for membership, the application fee will be returned.

### III. AWARDS

**Silver, Gold & Platinum Categories:** All applicants (brokers and developers) submit transaction worksheets detailing transactions for 2008. Based on overall sales volume, all applicants will be recognized in either the Silver or Gold category. The Silver category will be awarded to those applicants who have produced over \$2 million and less than \$10 million. The Gold category recognizes applicants between the \$10 million and \$15 million level, and the Platinum recognition will be awarded to those applicants over the \$15 million production level.

**Lifetime Achievement:** A member who has participated in the Deal Makers Awards Program for 10 to 15 years.

**Top Producers by Category:** The top three applicants in the categories of industrial, office, retail, investment and land sales will be recognized based on total "Broker" volume within each specific category.

**Charlotte Region Top Producer:** The applicant who produces the highest dollar volume, based on transactions within the 18-county CRCBR region, in the "Broker" category, may be recognized as the "Charlotte Region Top Producer".

**Overall Top Producer:** The applicant who produces the highest dollar volume, in the "Broker" category, may be recognized as the "Overall Top Producer". If this is the same person as the Charlotte Region Top Producer, only one award will be presented.

### IV. SPECIAL RECOGNITION AWARDS

**Transaction of the Year Award** - This award is not given annually; it is discretionary per the review committee. This award recognizes creativity above monetary value. Consideration for the Transaction of the Year Award will be based on factors including uniqueness, civic/community value, or the level of risk and success. The transaction must occur within the 18-county CRCBR region. *Please note that the application narrative may be published in the Charlotte Business Journal, so be sure to remove sensitive or confidential information.*

**Rookie of the Year** – The Rookie of the Year must have practiced commercial real estate for a maximum of two years as a licensed broker or agent. The winner of this award will be a high producer who has more than 50% of the dollar value of their transactions in the brokerage category, and someone who has participated in and contributed to the commercial real estate industry. On team accounts, a Rookie can only receive credit based on the applicant's percentage of the commission earned on the deal. There will be no minimum dollar threshold for this category; however, an individual may only win this award once.

## **V. REQUIREMENTS FOR APPLICATION**

1. Any applicant who is licensed by the North or South Carolina Real Estate Commission, and who is a REALTOR® member in good standing in CRCBR (2008 dues have been paid) at the time of submitting his/her application, as well as at the time of the presentation of the Deal Makers Awards Program may apply.
2. The applicant must produce new real estate brokerage business of \$2 million or more during the production year as defined by the Deal Makers Awards Program Volume Rules.
3. An applicant must submit a properly executed application form to the Charlotte Region Commercial Board of REALTORS®, via Greer & Walker, LLP. Applications will be accepted by mail or express. Mail application to: Greer & Walker, LLP, Attn: Gunda Knese, 201 S. Tryon St., Ste. 1500, Charlotte, NC 28202. Hand deliveries must be in a sealed envelope and addressed to Greer & Walker, LLP at the address provided.

**Applications must be received no later than 3:00 pm on January 16, 2009.**

**NOTE: The Deal Makers Awards Committee has final authority to determine the top award winners in each category.**

## **VI. RULES FOR CALCULATING DEAL MAKERS AWARDS PROGRAM VOLUME CREDIT**

1. **Term:** For business to count toward Deal Makers Awards volume, the transaction date must be during the qualifying year, which is from January 1 through December 31, 2008.
2. **Co-Brokerage:**
  - a) In a typical co-brokerage transaction involving a landlord/owner representative, the landlord/owner representative shall receive credit for 50% of the transaction value and the tenant/buyer representative shall receive credit for the other 50%. This is true regardless of what commission split is agreed to between listing agent and tenant rep agent.

The only time an agent shall receive more than 50% credit of the total transaction is when an agent acts as a dual agent representing both the tenant and the landlord/owner.

3. **Brokerage Teams**
  - a) If more than one individual participates on the same side in any sale or lease transaction, the volume credit for each individual shall be in the same proportion as the percentage of the commission paid to each individual in total. This also holds true for referrals.
4. **Broker vs. Owner/Developer Categories**
  - a) Qualification for the Broker/Developer Category awards is determined per transaction.

Owner/Developer Category: If the company where your license is held is an owner, partner, member, or is affiliated with or related to an ownership entity involved in the transaction, or if you or another broker whose license is also held by the same company as yours has any

ownership interest in the property involved in the transaction, then the transaction will be considered for the Owner/Developer Award Category. When completing the award transaction worksheet, the amount of this transaction should be entered into the "Owner/Developer" column. Subsequently, if the property/building is sold and the developer, related entity, or company retains the leasing duties of that property/building, as a condition of the sale, then any subsequent transactions shall be also entered in the "Owner/Developer" column.

**Broker Category:** If an applicant represents a third party owner in which the applicant, or any other broker within the same brokerage organization holds no financial interest, then the transaction will be considered for the Broker Award Category. A Broker will be credited for a lease transaction or any lease renewals for which he/she was actively involved in negotiations. The amount of this transaction should be entered into the "Broker" column.

**Example:** If a broker with CB Richard Ellis represents a tenant in a deal done at a building owned and listed by another unrelated company, then that deal is considered in the "Broker" Category.

If the same broker leases space in a building where he/she has a listing agreement with a third-party owner (an owner not related in any way to CB Richard Ellis), and the building is one which CB Richard Ellis or a related entity did not develop, then that deal is also considered in the "Broker" Category.

If the same broker leases space in a building where he/she has a listing agreement, and either CB Richard Ellis developed the building for themselves or as a fee developer for the owner, or CB Richard Ellis or an entity related to CB Richard Ellis owns the building, then that deal is considered in the "Owner/Developer" Category, whether or not this broker considers himself/herself a developer.

- b) Developers will qualify for the Platinum, Gold and Silver awards, but will not be eligible for the Overall and Top Producer Awards.

5. **Lease:**

- a) Total lease volume is total rent to be received over the fixed term of the lease. Rent shall include all revenue paid to the landlord on which a commission would be paid. In the event a lease has a cancellation option, credit shall be given for the revenue from the non-cancelable portion of the lease plus any early termination fee or penalty contained in the lease.
- b) Credit shall be allowed for expansions or renewals that are exercised during the qualifying year, if applicant is active in that negotiation.
- c) The effective date for lease transactions shall be the date of lease execution.

6. **Sales:**

- a) In a sales transaction, all raw land will count toward the land category in the top producer awards.

**Example:** A sale of vacant retail land out-parcel is considered a land sale, however, a sale of a vacant retail out-parcel building to a user is considered a retail transaction.

- b) Transactions will be classified as investments where the buyer is purchasing the property for an investment and not for their own use. User sales of office, industrial and retail properties will count toward the top producer awards in their respective categories.

**Example:** Transactions will be classified as an investment sale only when the buyer is purchasing the "income producing" property for an investment and not for their own use. User purchases of office, industrial and retail properties will count in their respective categories (office, etc.) and not as investment sales.

- c) The effective date of sales transactions shall be the date on which the title passes.
  - d) If an applicant sells shares of ownership in a property (or partnership, corporation or co-tenancy owning property) through syndication, then the volume credit shall be calculated by multiplying the percentage interest of the entity sold by the total sales price of the entity sold.
  - e) If an option to purchase is exercised during the term of the lease, credit may be claimed for the purchase price less any future payments that have been previously applied to qualify for the Deal Makers Awards Program.
7. Consideration for the Charlotte Region Top Producer will be based on transactions within the 18-county CRCBR region.
  8. Deal Makers Awards volume credit shall be given only for an applicant acting in a transaction as a sales/lease person.
  9. For purposes of this application, the "Firm Name" shall be the firm at which the broker closed the majority of his/her transactions base on the dollar value.
  10. No credit shall be allowed for any transaction in which a fee is not contingent upon the actual closing of the transaction. No credit shall be allowed for appraisals, evaluations, consultations or salaried business.
  11. For a transaction to qualify for credit, the real estate commission or fee paid must be reported on the transaction's closing statement, lease, listing contract or in a valid commission agreement. The Deal Makers Review Committee shall have the right to review with any applicant, the documents relating to the transaction, which are deemed relevant by the Review/Audit Committee including company pay vouchers. Failure to provide requested documents when requested by the Committee shall eliminate that applicant's eligibility. **The transaction worksheets for the top five broker applicants in each category will be audited for accuracy.**
  12. Residential transactions do not qualify for credit. However, this does not preclude consideration for transactions of land for investment or development.
  13. Total production volume for all applicants qualifying for top awards will be disclosed by category as a lump sum to the media and in future promotions. Individual production totals will not be released unless authorized by the applicant.
  14. For the purpose of this application, no consulting, advisory or construction management fees awarded to the brokerage firm are to be counted as part of the sales price or leasing fees, even if they are paid in lieu of a commission, as they represent businesses not included in these awards.



## DEAL MAKERS AWARDS 2009 FREQUENTLY ASKED QUESTIONS



**Q: Who do I make my application fee payable to?**

A: Charlotte Region Commercial Board of REALTORS® or CRCBR

**Q: Where do I send my application?**

A: Greer & Walker, LLP  
Attn: Gunda Knese  
201 S. Tryon St., Ste. 1500  
Charlotte, NC 28202

**Q: When completing the transaction worksheet, do I only include sales where the BIC acted as the agent, or can I also include transactions of the other brokers in the office? I have the same question regarding the leased commercial property.**

A: The award is given to the individual, not the company. Each applicant should list only the deals when they acted as an agent in the transaction.

**Q: If an applicant is the only broker in a deal, do they get 100% credit? (If one side is not represented by a broker)**

A: If the broker is the only broker in the deal on his or her side of the transaction then they are entitled to 100% of that side of the transaction, not of the whole transaction. If there is more than one broker on either side of the transaction, then that credit is split in accordance with the agreed upon commission split for that side.

**Q: Can a non-member upgrade their membership to a full CRCBR REALTOR® Member in order to participate in the program?**

A: Yes. As long as all dues and initiation fees are paid by the application deadline.

**Q: If an applicant is a member of a team (in a firm), how is the credit figured?**

A: After first splitting with any co-broker, a team member can then claim that percentage of the deal that his/her team decides, it being understood that the sum of all team members' claims must be no more than the team's share of the transaction.

**Q: I am the listing agent on buildings owned by a partnership controlled by a developer. Can a lease agreement which I co-brokered (and full brokered) be counted under the "developer" or "broker" category?**

A: If you keep your license with an entity that is under common control as the owner/developer then you should credit these transactions under the "owner/developer" category. The reason is that your listing was not obtained through an arm's length competitive process, but was awarded to you by virtue of the common ownership of both the brokerage firm and the development/ownership entity.

**Q: Later, I negotiated a 10-year lease agreement and participated in the building's sale. How should these transactions be listed?**

A: You may take credit for the value of EITHER the sale or the lease of the building, but not both, as it was not an investment sale.

**Q: I was responsible for project managing/developing two buildings on behalf of a partnership. Does this transaction on which I was developer/project manager, count towards Deal Maker award categories?**

A: Construction/Project Management is not viable transactions for categories within the Deal Maker Awards.



**DEAL MAKERS AWARDS 2009  
APPLICATION – 2008 PRODUCTION**



**Submission Deadline:  
3:00 pm, Friday, January 16, 2009**

**Mail or express delivery to:**  
Greer & Walker, LLP, Attn: Gunda Knese, 201 S. Tryon St., Ste. 1500, Charlotte, NC 28202

Applicant's Name: \_\_\_\_\_  
(As it should appear on your award)

Firm Name: \_\_\_\_\_  
(As it should appear on your award)

Firm Address: \_\_\_\_\_  
\_\_\_\_\_

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

Email Address: \_\_\_\_\_

I believe I qualify for 10 year recognition.       I believe I qualify for 15 year recognition.

**Profile Information (for inclusion in the *Charlotte Business Journal* Insert):**

Number of Transactions Completed in 2008 \_\_\_\_\_ Photo Enclosed?

Number of Years in Real Estate Industry \_\_\_\_\_ Bio Enclosed?

College Attended \_\_\_\_\_

**Award Fees & Program Attendance**

- \$85–Plaque & Lunch Attendance (includes processing fee)
- \$85–Plaque & No Lunch Attendance (includes processing fee)
- \$55–Certificate & Lunch Attendance (includes processing fee)
- \$55–Certificate & No Lunch Attendance (includes processing fee)
- \$55–Processing Fee & Lunch Attendance (no plaque or certificate included)
- \$55–Processing Fee & No Lunch Attendance (no plaque or certificate included)

**Method of Payment:**

**Payment must be received with the application in order to qualify.** (See Fees Below)

Check (payable to CRCBR)       MasterCard/Visa       American Express  
Credit Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

CID # \_\_\_\_\_ Last 3 digits on back of card for Visa/MC. 4 digits on front of card for Amex

Name on Card \_\_\_\_\_

Signature \_\_\_\_\_

# CERTIFICATION

I have reviewed and verified the above named Applicant's reported sale/lease transactions and certify that the Applicant is in compliance with the Deal Makers Awards Program Rules & Regulations. Further, I certify that the applicant has closed at least \$\_\_\_\_\_ in volume, as described in the Rules & Regulations and this application is a true and accurate record of those transactions for the calendar year of 2008.

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Designated REALTOR® Signature  
(Broker-In-Charge)

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Firm Name

I certify this to be a true and accurate record of my sale/lease participation for certification year 2008 and hereby apply for acceptance in the Deal Makers Awards Program. I understand that any Applicant who submits incorrect credit in a manner deemed to be blatant misrepresentation shall be disqualified from participation in the Deal Makers Awards Program, and subject to reprimand by the CRCBR Board of Directors. I also understand that if I submit my application after the deadline date I will not be eligible to receive any top producer awards.

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Applicant's Signature

If awarded a top producer award, I agree to have my TOTAL transaction dollar amount announced at the awards ceremony and released for print/media publication.

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Applicant's Signature

***Attach the transaction spreadsheet to the back of this application.***

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***For Office Use Only***  
*Summary of Deal Makers Awards Volume*

CATEGORY	DEVELOPER CATEGORY	BROKER CATEGORY	AWARD ELIGIBILITY
Retail	\$		\$
Office	\$		\$
Industrial	\$		\$
Investment Sales	\$		\$
Land	\$		\$
<b>TOTALS</b>	<b>\$</b>		<b>\$</b>