

# Iowa Association of REALTORS®

## Individual Achievement Awards

### **Rules & Regulations**

The Iowa Association of REALTORS® Individual Achievement Awards were initiated in 1988 to recognize excellence in real estate activities. Applicants acquiring IAR Individual Achievement Awards status are awarded certificates for their achievement.

### **Eligibility**

Any REALTOR® or REALTOR-ASSOCIATE® member of the Iowa Association of REALTORS® is eligible. This includes all principal owners, sales personnel, sales managers, employees or independent contractors. The application must be a REALTOR® or REALTOR®-ASSOCIATE member in good standing of the Iowa Association of REALTORS® when making application to the IAR Individual Achievement Awards and when selling, leasing and/or listing real estate itemized in the application.

### **Production**

Any eligible member who obtains one through ten million dollars worth of sales, leases and/or listings closed during the previous calendar year, may apply.

When an applicant lists a property and another applicant sells or leases that property on a cooperative basis, both applicants may claim total gross of the sale for IAR Individual Achievement Awards credit. Such transactions count as one credit unit for each applicant.

A listing and sale or lease by an applicant is recognized as credit for the total gross of the listing and the sale. This also counts as two credit units for the applicant.

When two applicants list or two applicants sell or lease a property on a cooperative basis, each may claim only one-half of the gross of the sale and one-half of the credit unit for IAR Individual Achievement Awards credit. All real estate sales where title is transferred shall be considered eligible whether residential, commercial, industrial or agriculture.

### **Verification**

Verification of eligibility for membership shall be confirmed by each applicant when applying for membership and must be certified by the owner/manager with whom the applicant has been associated. If an applicant has been associated with more than one office in a given year, one application from each office must be submitted and certified by the owner/manager in each office verifying listings and/or sales or lease made while associated with that office.

A list of listings and/or sales or leases totaling one, two, three, four or five million dollars or completion of the required number of credit units must accompany each application. Each application is subject to verification by the IAR Public Affairs Subcommittee on Awards or Local Board.

## Award Levels and Figuring Credits

**Bronze Award** - 1-2.49 million dollars or 15 credit units

**Silver Award** - 2.5-4.99 million dollars or 25 credit units

**Gold Award** - 5-7.49 million dollars or 50 credit units

**Platinum Award** - 7.5-9.99 million dollars or 75 credit units

**Diamond Award** - over 10 million dollars or 100 credit units

If an applicant lists and sells or leases a property, it is equal to two credit units:  
One credit unit for the listing and one credit unit for the sale or lease

### **This list must be itemized as follows:**

1. Address of property
2. Amount of sale or lease
3. Indication of whether transaction is a listing, sale or lease.
4. Number of credit units
5. Closing date

Computer printouts will be accepted provided they contain the itemized information above.  
**Computer printouts must be in an easy to read format.**

## Award Deadline & Distribution

In order to receive a certificate and recognition for achievement, an individual must submit an application and \$20.00 to:

**Iowa Association of REALTORS®**  
**Attn: Individual Achievement Awards**  
**1370 NW 114<sup>th</sup> Street, Ste. 100**  
**Clive, Iowa 50325**

The application in proper form must be submitted/postmarked by March 31, 2012 and accompanied with the \$20.00 application fee.

**Faxed copies will not be accepted. Award payment is by check or cash only.**

**Certificates will be distributed to local boards or local office/brokerage, whichever is specified.**

Corrections will be made to awards that have spelling errors. Please note that these are 2011 Individual Achievement Awards and the date on your certificate will be 2011. Certificates are dated the year in which the sales were made. After September 1, 2011, Awards will not be accepted for return, modification or correction.

### **Questions?**

If you need additional information regarding the Individual Achievement Awards, contact Stephanie Anderson 515-309-9335 / [Stephanie@iowarealtors.com](mailto:Stephanie@iowarealtors.com) or Mark Gavin 515-309-9345 / [Mark@iowarealtors.com](mailto:Mark@iowarealtors.com)

# IAR Individual Achievement Award REALTOR® Application

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

Company \_\_\_\_\_

Company Address \_\_\_\_\_

E-Mail Address of Applicant \_\_\_\_\_

Phone \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Local Board of REALTORS® \_\_\_\_\_

I am applying for membership in the:

\_\_\_ Bronze Award Program—1-2.49 million dollars or 15 credit units

\_\_\_ Silver Award Program—2.5-4.99 million dollars or 25 credit units

\_\_\_ Gold Award Program—5-7.49 million dollars or 50 credit units

\_\_\_ Platinum Award Program—7.5-9.99 million dollars or 75 credit units

\_\_\_ Diamond Award Program—over 10 million dollars or 100 credit units

Applicant's Signature \_\_\_\_\_

Date Submitted to IAR Office \_\_\_\_\_

Certification of sales: January 1, 2011 to December 31, 2011

Date Applicant became associated with firm \_\_\_\_\_

I have read the rules of this application and do hereby certify that the above-named applicant has met all the criteria to become a member of the IAR Individual Achievement Awards Program for the designated award and has closed sales and/or listings totaling \$ \_\_\_\_\_ (or more) and meets the required number of credit units appropriate for the category for which application is being made. I do further declare that I have checked all information submitted on his application and find it to be correct and these sales and/or listings were made while the applicant was associated with my real estate firm. Representations to the public must present or account, true picture to the public.

Owner/Manager's Signature \_\_\_\_\_

This portion to be completed by applicant

Owner/Manager to  
Complete this portion



## Itemized Sales, Leases And/Or Listings

If applicant desires to take credit for sales with a previous real estate firm, an additional application must be submitted which has been certified by the owner/manager with whom applicant was affiliated. Itemized computer printouts can be submitted in place of this form.

| Address of Property | Total Amount of Sale Closing | S-Sales<br>L-Listing<br>B-Both | Date of Closing |
|---------------------|------------------------------|--------------------------------|-----------------|
|                     |                              |                                |                 |