



There will be seven levels of achievement, awarded in the following five categories:

- Individual Residential/Cross Property Sales
- Team Residential/Cross Property Sales
- Individual Commercial Sales & Leasing
- Team Commercial Sales & Leasing
- Residential Property Management

Levels of Achievement

Onyx =	\$2,000,000 total volume and 12 transaction sides
Amethyst =	\$3,000,000 total volume
Sapphire =	\$4,000,000 total volume
Emerald =	\$5,000,000 total volume
Diamond =	\$7,000,000 total volume
Double Diamond =	\$14,000,000 total volume
Triple Diamond =	\$21,000,000 total volume

Program Rules and Guidelines:

- **The ranking report will be published on or before January 15th. Members will have until January 18th to view the report, and go online to claim their award and FREE banquet ticket. Free ticket claim period ends at noon on January 18th.** Each award recipient is entitled to one free ticket, teams are entitled to one free ticket. Free tickets are not transferable; the ticket must be used by the award recipient.
- **For those members who want to bring a guest or purchase tickets for their office, tickets go on sale on January 22nd. Ticket sales will close on February 4th and seating is limited to 450 attendees.** No tickets can be sold after February 4th or we reach 450 attendees, whichever comes first. Tickets are non-refundable.
- Only members who utilize a team ID in the MLS will be automatically ranked as a team in the published ranking report.* Members without a team ID in the MLS, who function as and wish to be ranked as a team, will need to submit a request to be considered as a team. Those requests can be sent to mls@nwarealtors.org. Please provide the team name and the names and MLS ID's of all team members. These requests must be received at the NABOR office on or before December 31.
- A team (*this definition will affect production starting on January 1, 2018*) is defined as:
 - Two (2) or more licensees from the same brokerage, actively listing and selling property together OR
 - One licensee actively listing and selling property with one or more licensed assistants OR
 - Any licensee who promotes and/or advertises themselves as a team
- The residential production for individuals and teams will be reported to the Northwest Arkansas Business Journal *exactly* as approved by the awards committee and published in the ranking report.
- Transactions must be in the MLS to be counted.
- A minimum of twelve transaction sides are required to qualify for an award.
- If a member qualifies for more than one award, they will be called onstage for the highest award level for which they qualify. We will provide a certificate for the second award.

**The team criteria, as originally established, will be used for 2018 production.*