



**Submission Deadline:  
February 15, 2012**

## **EBCBOR *Rookie Salesperson of the Year Award***

Dear Designated REALTOR:

For many years, NJAR and EBCBOR have recognized Sales Associates with the "Circle of Excellence" awards for sales and rentals. The recipients have usually been established, experienced senior brokers.

This year, EBCBOR would like to begin honoring the industry's "most promising rookie sales person".

Created by the Board of Directors and the Award and Verification Committee, the EBCBOR "Rookie of the Year Award" recognizes current and potential professional achievement as well as "high moral character and ethical promising behavior"

The nominating procedures for this award begin with this letter to you. The Broker or Principal/Manager of every Primary EBCBOR member firm conducting brokerage may submit a nominee through a typed two-page description of the candidate's qualifications. The candidate's name should not appear in the text of the letter; only identify the candidate on the official cover sheet. The submission deadline is February 15, 2012. Finalists will be selected from those nominated by the members of the EBCBOR Awards and Verification Committee and their selection affirmed by the EBCBOR Board of Directors.

The Criteria for selection are:

- 1. An EBCBOR member in good standing as of December 31, 2011.**
- 2. Less than three years as a sales person or broker; initially licensed after January 1, 2009.**

*The Following Sections, Number 3-8 Must Be Addressed in Separate Paragraphs with Examples*

- 3. Has exhibited sound moral character and high ethical professional behavior**
- 4. Specifically, list the transactions in which you, the salesperson, had a meaningful role demonstrating ability to originate, analyze, negotiate and close deals. Include a list of deals: number and dollar value. For each deal, identify if you acted independently or as a member of a team or partnership.**
- 5. Displayed leadership qualities with good team work skills**
- 6. Has already contributed to the firm's success**
- 7. Has participated in charitable endeavors.**
- 8. Actively engaged in EBCBOR events and meetings**

### **Selection Process**

- Nominations will be reviewed and selected finalists *may* be interviewed by an impartial group consisting of the Awards and Verification Committee.
- Copy of the original license held by firm must be provided.
- A recent digital photo on disc of the candidate must be submitted. The picture will not be shown to judges but will be used only at the award presentation
- A principal must use the enclosed sheet when submitting a letter for a candidate.



**2011**

**EBCBOR Rookie Salesperson of the Year Award**

Candidate's name (Print) \_\_\_\_\_ NRDS# \_\_\_\_\_

Date of Licensure \_\_\_\_\_ Firm Tel. # \_\_\_\_\_

Firm \_\_\_\_\_

I verify the information contained in this submission is true and correct

---

Signature of Designated REALTOR

Please Print Name

Each Entry should be typed double-spaced on no more than two "8 1/2 x 11" paper with one-inch margins on each side. **The Candidate should not be referred to by name in the text of the letter.**

**For Candidate**

All contestants must be members of the Eastern Bergen County Board of REALTORS in good standing by **December 31, 2011** in order to be eligible for the contest. There will be no exceptions.

Are you now or have you been during the last 12 months the respondent (defendant) in an Ethics complaint? Yes  No

I verify the information contained in this submission is true and correct

---

Signature of Candidate

Please Print Name

**DEADLINE: ALL APPLICATIONS MUST BE RETURNED AND POSTMARKED NO LATER THAN THE FEBRUARY 15, 2012 DEADLINE. THERE WILL BE NO EXCEPTIONS AND NO EXTENSIONS.**