

**2007 VAR MANAGER OF THE YEAR AWARD**  
(Sponsored by Pearl Insurance)



VAR's annual Manager of the Year Award is a singular award presented to a Virginia broker/manager recognizing individual achievement as a broker/manager. The recipient receives recognition at the state level at the annual awards banquet, as well as exposure in Commonwealth magazine and the news media. Local association size has no bearing on this award. Multiple nominations will be treated as one submission.

***Nominations are accepted from local REALTOR® Associations, brokers/managers, firms, and individual REALTOR® members. Broker/Owners are qualified to enter.***

The rules to be followed are:

- 1) A nominee need not be someone never nominated before. The nominee should be a qualified individual who has had an impact on the state level.
- 2) Nominations may be submitted by individuals, firms, brokers/managers, and by local Associations, and does not exclude the member's own office. Letters of recommendation will not be considered as part of the entry.
- 3) Use the attached form for submission. It is permissible to use additional sheets as necessary, but must be referenced to headings in the nomination form. If this format is not followed, the entry may not be eligible for judging.
- 4) Please submit a photo of the nominee; electronic photo files are permissible.
- 5) Criteria for nominating your candidate can be for current year accomplishments and/or accomplishments from any period up to the previous 10 years (1997-2007).
- 6) A cumulative total of up to 100 points may be awarded.
- 7) Entries must be received by **JANUARY 3rd**. Mail entries to VAR Awards Group, 10231 Telegraph Road, Glen Allen, VA 23059-4578. Entries may also be faxed to (804) 262-0497, e-mailed to [members@varealtor.com](mailto:members@varealtor.com), or submitted online. ***There will be no extensions permitted.***
- 8) Please use 10 point type or larger

Thank You.

Name of nominee: \_\_\_\_\_

Designations: \_\_\_\_\_

Date nominee licensed: \_\_\_\_\_

Years' experience as a licensed Broker/Manager \_\_\_\_\_

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

Local Association: \_\_\_\_\_

Nominated by: \_\_\_\_\_

Date: \_\_\_\_\_

Optional: I have notified the nominee of this nomination. \_\_\_\_\_ Yes \_\_\_\_\_ No

**2007 VAR Manager of the Year**

**I. COMMITMENT TO PERSONAL AND ASSOCIATE EDUCATION-**  
30 points available

a) Current professional designations \_\_\_\_\_

b) Seminars, professional or ongoing education courses taken within the last 18 months:

c) Has the nominee attended an approved state or local professional standards or Code of Ethics seminar within the past 12 months? \_\_\_\_\_ yes \_\_\_\_\_ no

d) Did the nominee attend either of the VAR Broker/Manager Executive Conferences in 2006?

May 2006/Fredericksburg \_\_\_\_\_

Oct. 2006/Roanoke \_\_\_\_\_

e) Did the nominee attend the 2007 Strategic Management Series? Indicate dates attended.

March 27 \_\_\_\_\_

May 3 \_\_\_\_\_

July 19 \_\_\_\_\_

Sept. \_\_\_\_\_

f) Cite examples of support given to all REALTORS®, whether inside or outside the nominee's firm, to include training, mentoring, and education, whether voluntary or with compensation. Please attach to nomination form or list below.

**II. REAL ESTATE ACHIEVEMENTS & CONTRIBUTIONS –**

20 total points available

**Criteria for nominating your candidate can be for current year accomplishments and/or accomplishments from any period up to the previous 10 years (1997-2007). You must indicate years for all activities for sections “a – d” below.**

a) REALTOR® Association Chairmanship positions..

b) Membership activities such as: (Examples: State Advocacy Groups, working groups, local association committees, etc)

c) The nominee has assisted the State or local Association by:

d) The most significant contribution upon which this nomination is based is:

III. **BUSINESS AND CIVIC ACCOMPLISHMENTS-**

10 total points available.

**Criteria for nominating your candidate can be for current year accomplishments from any period up to the previous 10 years (1997-2007). You must indicate years for all activities in “a – e” below.**

a) Position(s) held in current real estate office/company:

b) Public recognition of business conduct:

c) Unique services to clients/customers:

d) Business related awards received:

e) Civic involvement including membership and volunteer activities for service clubs, charitable organizations, religious groups, etc. and awards or other recognition received from such groups:

IV. **MANAGEMENT CRITERIA (INNOVATION, CREATIVITY, ORIGINALITY)-**  
40 total points available.  
**Criteria for nominating your candidate can be for current year accomplishments and/or accomplishments from any period up to the previous 10 years (1997-2007).**

a) Describe the nominee's philosophy of management; unique or creative methods of successful associate recruitment; and indicate approximate level of active personal participation in recruitment efforts:

b) Describe unique or creative methods of successful associate retention:

c) Describe goal setting methods used by nominee as related to office and associates' profitability and productivity:

d) Tell us about the results of these methods:

Revised 6/6/07

**MANAGER OF THE YEAR AWARD JUDGES FORM**  
(To be completed by judging team only.)

Name of  
Nominee: \_\_\_\_\_

**JUDGING CATEGORIES**

<b>CATEGORY</b>	<b>MAXIMUM POINTS</b>	<b>POINTS AWARDED</b>
COMMITMENT TO PERSONAL AND ASSOCIATE EDUCATION	30	
REAL ESTATE ACHIEVEMENTS & CONTRIBUTIONS	20	
BUSINESS AND CIVIC ACCOMPLISHMENTS	10	
MANAGEMENT CRITERIA (INNOVATION, CREATIVITY, ORIGINALITY)	40	
<b>TOTAL POINTS</b>	<b>100</b>	