

ANNOUNCING.... THE ANNUAL ACHIEVEMENT AWARDS CONTEST

Santa Barbara Association of REALTORS® members are invited to enter two special contests:

- 1.) the Howard C. Gates Achievement Award for a sale
- 2.) the Jack Kelly Exchange Award for an exchange.

These awards are given in memory of two outstanding members of the *Santa Barbara Association of REALTORS®*.

The purpose is to give recognition to agents who demonstrate the ability to bring a transaction to completion by meeting the challenges inherent in a sale or exchange and who, by their proficiency, skill, ingenuity, thoroughness and persistence, bring the process to fruition.

The criteria are as follows:

1. Any REALTOR® member of the Santa Barbara Association is eligible to enter.
2. Entry must be for a transaction closed between **October 1, 2017 - September 30, 2018.**
3. Guidelines that the committee shall consider will be:
 - a. Primary emphasis is on the role the agent played in bringing about a closing in a transaction that might not have closed without the agent's effort.
 - b. The agent's proficiency, skill, ingenuity, determination, originality, thoroughness and ability to bring the transaction to fruition will be given consideration.
 - c. Price range, property type, location or who the clients were shall not be a consideration.
 - d. Emphasis shall be given to agent's ethics and his/her understanding and practice of real estate.
 - e. No one is eligible who has an interest as a principal in the transaction.

The entry is to consist of a written explanation giving the details of the sale or exchange, (usually a page or two). Please include items and information that will help the judges to determine the course of the transaction as well as understand the role the agent played in developing solutions to the problems of this escrow. You may (if helpful) include copies of Deposit Receipts, Escrow Instructions and any other documents that you feel may be of help to the Committee. Alternatively, your Broker/Manager can assist in verifying details of the transaction. All entries become property of the Association and will be held in strictest confidence. Please specify if your transaction is an exchange.

The trophies will be presented at the Annual Awards/Installation Luncheon to be held on Friday, December 7, 2018 at the Four Seasons Biltmore, Coral Casino in Montecito. All entrants are encouraged to attend the luncheon. Trophies remain the property of the Association but the winners may retain possession until next year's winners have been

selected. Winners' names will be engraved on the base plate of these beautiful perpetual awards.

Deadline: 5 pm. Thursday, October 25th, 2018: to the Santa Barbara Association of REALTORS,
1415 Chapala Street, Santa Barbara, CA 93101, Please deliver to Kasey Gilles.