



Dear Member,

DMCAR and The Denver Business Journal are pleased to once again present the Heavy Hitters in Commercial Real Estate Awards Luncheon. This year's luncheon will be held at the Ritz Carlton downtown Denver on Friday, March 9, 2012. On that day we will honor commercial real estate's top brokers for their sales production. In addition, the ceremony will honor the 2011 Broker of the Year for their service to the community and industry.

Categories of recognition:

Heavy Hitter Awards

- Top 10 Office Producers
- Top 10 Retail Producers
- Top 10 Land Producers
- Top 10 Young Brokers of Denver

- Top 10 Industrial Producers
- Top Investment Brokers
- Top 10 Multi Family Producers
- Top 10 Small Shops
(Includes all categories for broker offices with 5 of less.)

Nomination Award

- Broker of the Year
- Top Retail Landlord
- Top Office Landlord
- Top Industrial Landlord

Applications:

Available Three Ways

- Online at www.DMCAR.com
- Sent as part of the *DMCAR Weekly* (For those on the Association's email list.)
- Faxed or mailed at an applicant's request

Deadline

Complete applications must be submitted to the DMCAR office on or before **Friday, January 6, 2012.**

Submit Applications

- Mailing to: 4300 East Warren Avenue, Denver, CO 80222
- Faxed to: (303) 756-0669
- Email to: cbabb@dmcar.com

Eligibility:

Applicants must currently be a member in good standing with either DMCAR or DMCAB and have been active in 2011.

Transactions eligible for inclusion on the application are those that closed between (and including) January 1, 2011 and December 31, 2011. Please select one category in which you wish to be recognized. This category should represent the majority of your individual production. All of your production will be applied towards your chosen category. Please remember when calculating your production that only your percentage of participation can be counted toward your production. If you cooperated with another broker on a transaction, including an "in-house" broker, you submit only your percentage portion of the total volume of the deal, not the entire volume.

Application Review Panel:

The Heavy Hitters Application Review Panel will consider all applications and nominees. The Panel will make final decisions on disputes concerning rule interpretations. Panelists include:

- Greg Morris**, Cassidy Turley Fuller Real Estate
- Ray Pittman**, CBRE
- Evan Kline**, NAI Shames Makovsky

- Kevin McCabe**, Newmark Knight Frank Frederick Ross
- James Mansfield**, Cushman & Wakefield Company
- Brad Calbert**, Colliers, Bennett & Kahnweiler

Event sponsorship opportunities are now available. Visit DMCAR.com for details or contact Chantel Babb for more information at 303-300-8482. We look forward to seeing you there!

Sincerely,

Tyler Smith
DMCAR President 2011-2012



APPLICATION CHECKLIST

Required

- Completed application**
Certified by managing broker for each office of employment during 2011.
- Completed Tally Sheets**
Certified by managing broker for each office of employment during 2011.
- Applicant photo**
Email to cbabb@dmcar.com. Photos can be in .jpg, or .tif format.
- Fees**
Application fee of \$25
Recognition plaque fee of \$35 (optional; winner plaques are provided by DMCAR)

- ATTENTION! Retail, Office and Industrial Applicants**
Applications must accompany Top Landlord nominations
(See final page of this application for instructions and submittal form.)

Questions? Please contact:

Chantel Babb
(303) 300-8482
cbabb@dmcar.com

Please return your completed application and Tally Sheets
by **Friday, January 6, 2012 at 5:00 p.m.**

RULES AND ELIGIBILITY

I. Eligibility

Eligible sales people are members of the Denver Metro Commercial Association of REALTORS® (DMCAR) or the Denver Metro Commercial Association of Brokers (DMCAB), licensed in the State of Colorado, actively practicing brokerage of commercial real estate. Eligible transactions are those **closed** between **January 1, 2011 and December 31, 2011**.

1. **Eligible applicants** - Applicants must be a current member of DMCAR or DMCAB and have held membership during 2011.

II. Definitions & Rules

1. **Production** - The minimum production needed to apply is **\$2 million** and is calculated using your participation percentage volume figure.
2. **Sales** - Brokers who both list and sell a property may take credit for the gross sales price. For example, a salesperson who lists and sells a \$150,000 property earns \$150,000 in production.
3. **Leases** - If you lease a property as a tenant agent and the property has an "in-house" or landlord agent, the volume is split. Additionally, if you had a partner who participated in the transaction, the volume is split again the same way the income is split.



RULES AND ELIGIBILITY (CONTINUED)

4. Lease Calculations

Office - Base your production on gross lease, even if it is a net lease.

Industrial - Base your production on net lease.

Retail - Base your production on net lease.

5. Co-Listings - If two brokers co-list a property, the volume is split proportionally.

6. Co-Listing Calculations - The portion of volume you received commission on is the same proportion of sales production volume.

Example: Joe and Mary co-list a property at \$1 million. Mike sells the property. Joe and Mary each take 25% of the volume. Mike takes 50%. Commission splits are sales volume splits, i.e. Joe - \$250,000; Mary - \$250,000; Mike - \$500,000 volume.

7. Award Categories - Participant will be recognized in one category based on the selection made on their application.

8. Transaction/Deal - Participation, other than referral, in a closed transaction of a commercial sale or a commercial lease of a unique address, counted without regard to sides. For example, if Mike lists and sells a property, it is counted as one transaction/deal. If Mike lists a property and Mary sells the property, each of them can count it as one transaction/deal.

9. Young Brokers of Denver Applicant - Individuals who have been practicing real estate sales for less than three years prior to December 31, 2011.

10. Rule Disputes - The Heavy Hitters Application Review Panel will make the final decision on disputes concerning rule interpretations.

III. Verification & Application Deadline

Verification of DMCAR/DMCAB membership will be confirmed upon receipt of the application. The applicant's managing broker must certify the application and Tally Sheets. When a broker has worked for more than one office in a year, each managing broker must certify sales made while in that office.

Please make sure your application is complete.

Incomplete applications may be rejected or returned for correction.

All applications must be submitted to the DMCAR/DMCAB office on or before **Friday, January 6, 2012.**

IV. Awards

Award categories are as follows:

Heavy Hitters Awards

Top 10 Office Producers

Top 10 Retail Producers

Top 10 Land Producers

Top 10 Young Brokers of Denver

Top 10 Industrial Producers

Top Investment Brokers

Top 10 Multi Family Producers

Top 10 Small Shops

(Includes all categories for broker offices with 5 or less.)

Nomination Awards

Broker of the Year

Top Retail Landlord

Top Office Landlord

Top Industrial Landlord



HEAVY HITTERS APPLICATION

You must provide your **Tally Sheet** in addition to your application. You may download all Heavy Hitters forms at www.dmcar.com. All applications must be submitted to the DMCAR office by **Friday, January 6, 2012**.

A. AWARD CATEGORIES

Production Awards (Please pick only one.)

- Office Retail Land Investment
 Industrial Multi-family

Young Broker of Denver Award

- I am applying as a Young Broker of Denver.

Top 10 Small Shops Awards

- I work in an office of 5 or less brokers. I work in an office of 6 or more brokers.

B. I, _____, hereby apply for Heavy Hitters in Commercial Real Estate Awards. I hereby swear that I have read the Rules and Eligibility and that, in accordance with the Rules and Eligibility, my qualifying real estate sales for the year of **2011 total \$ _____**.
(Total is the percent of volume on which my commission was received. Not sales or lease totals.)

My managing broker verified (on next page) that this figure is accurate. I understand that this application will be returned to me if it is not complete or if the information contained in my Tally Sheet is inaccurate or incomplete.

Signature of Salesperson: _____ Date: _____

Special Application Notes:

1. To receive credit for sales made at multiple offices, a separate application from must be completed and signed by each managing broker.
2. Completed Tally Sheets must be attached to this application and signed by applicant and managing broker.
3. Email a broker photo for the Denver Business Journal Heavy Hitters Section and for presentation at the awards ceremony. Send head shots to cbabb@dmcar.com. Photos can be in .jpg, or .tif format.

C. BACKGROUND INFORMATION FOR THE DENVER BUSINESS JOURNAL HEAVY HITTERS SECTION:

1. Years in commercial real estate: _____
2. Number of deals closed in 2011: _____
3. Notable clients: _____



NOMINATION FORM - DMCAR BROKER OF THE YEAR

Nominations are requested for consideration by the Heavy Hitters Application Review Panel for the prestigious Broker of the Year award. The following criteria are used in determining the recipient of the award:

Activity

Institutes, Societies, Council leadership positions, committee work, special educational functions, seminar involvement, instructor assignments, and other related real estate organizational activities.

Business Practices

Adherence to the high principles of fairness working with brokers, and professionally providing service to clients and the general public.

Business Accomplishments

Maintaining a high degree of commercial real estate knowledge through continued education, sustaining a consistent level of success as a commercial practitioner, and completing imaginative and complicated commercial transactions.

Civic Activity

Local, state and national level of participation in service clubs, charitable organizations, political campaigns, governmental entities, religious groups, and other related community activities.

I have attached the nominee's resume and have briefly stated below the reasons to support my nomination. I understand that the Panel will consider all nominees, including their own, and select the broker who, in the opinion of the Panel, meets the qualifications and is most deserving of this award.

Please take into consideration the following individual for the 2011 Broker of the Year.

(For additional space, please use separate sheet.)

Nominee name: _____

Company: _____

Activity (please describe): _____

Business practices: _____

Business accomplishments: _____

Civic activity : _____

Please contact me for more information.

Submitter's name: _____

Phone: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____



NOMINATION FORM - DMCAR TOP LANDLORD

Nominations are requested for consideration by the Heavy Hitters Application Review Panel for the much anticipated Top Landlord awards. Applicants wishing to apply in the Retail, Office or Industrial categories are required to provide nominations for the top 3 landlords in your industry area (determined by the category you've selected to compete). One landlord will be recognized for each industry area including: Retail, Office and Industrial. Please follow the steps below and submit this form along with your application.

The following criteria should be kept in consideration when nominating landlords for this award:

Ethical Business Practices

Adherence to the high principles of fairness working with brokers, and professionally providing service to clients and the general public. Timely reconciliation of agreements.

Service to the Community

Service to the community shown through participation in clubs, charitable organizations, political campaigns, governmental entities, religious groups, and other related community activities.

Innovation and Respect for the Planet

Consideration given to refurbished building or environmentally beneficial practices and facilities. Innovation shown through facilitation of unique community enhancements.

STEP ONE: Check the category in which you are applying for the 2011 Heavy Hitters.

Retail Office Industrial

STEP TWO: Write in the top three (3) landlords, in your opinion, that do business in your selected industry area. For example, if you are applying for the Office category you would submit three nominations for Top Office Landlord.

1st choice: _____
(company name)

2nd choice: _____
(company name)

3rd choice: _____
(company name)