



Dear Commercial Broker:

DMCAR, DMCAB 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, February 26, 2010. On that day we will honor commercial real estate's top brokers for their sales production. In addition, the ceremony will honor the 2009 Broker of the Year for their service to the community and industry.

Categories of recognition:

Heavy Hitter Awards

Top 20 Office Producers	Top 20 Industrial Producers	<i>Nomination Award</i> Broker of the Year
Top 10 Retail Producers	Top Investment Brokers	
Top 10 Land Producers	Top 10 Multi Family Producers	
Top 10 Young Brokers of Denver	Top 10 Small Shops	
(Includes all categories for broker offices with 5 or less.)		

Applications:

Available Three Ways

- Online at www.DMCAR.com
- Sent as part of the *DMCAR/DMCAB 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/DMCAB office on or before **Friday, January 8, 2010.**

Submit Applications

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

Eligibility:

Applicants must be a member in good standing with either DMCAR or DMCAB by Friday, January 8, 2010 in order to be eligible to apply. It is not necessary for applicants to have been a member for the 2009 calendar year. Those that are not currently members can join to become eligible up until the Heavy Hitter's application deadline.

Transactions eligible for inclusion on the application are those that closed between (and including) January 1, 2009 and December 31, 2009. Please select one category in which you wish to be recognized. This category should represent the majority of your 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, Fuller Commercial Real Estate
Richard Calhoun, CB Richard Ellis
Darrin Revious, Shames-Makovsky Realty Company

Kevin Thomas, Frederick Ross Company
Sherm Miller, Cushman & Wakefield Company
Brad Calbert, Colliers, Bennett & Kahnweiler

Event sponsorship opportunities are now available. Visit DMCAR.com for details or contact Katie Kruger for more information at (303)300-8490.

We look forward to seeing you there!

Cordially,



APPLICATION CHECKLIST

Required

- Completed application**
Certified by managing broker for each office of employment during 2009.
- Completed tally sheets**
Certified by managing broker for each office of employment during 2009.
- Applicant photo**
Email to kkruger@dmcar.com. Photos can be in .jpg, or .tif format.
- Fees**
Application fee of \$25
Recognition plaque fee of \$25 (optional)
Association membership fee (For non-members and those who need to renew.)

Questions? Please contact:

Katie Kruger
(303) 300-8490
kkruger@dmcar.com

Please return your completed application and tally sheets by **Friday, January 8, 2010.**

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, 2009 and December 31, 2009.**

1. **Eligible applicants** - Applicants must be a member of DMCAR or DMCAB. Those who are not currently members can participate by submitting an Association application for membership at the time the Heavy Hitters applications are due. An application describing membership options is included. Annual membership dues begin at \$149.

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** - Salespeople 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 receive commission on is the same proportion of sales production volume.

Example: Joe and Mary co-list a property. 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. Production will be combined for broker certification and preparation of plaques.

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 (YBOD) Applicant - Individuals who have been practicing real estate sales for less than three years prior to December 31, 2009.

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 salesperson 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 8, 2010.**

IV. Awards

Categories for awards are as follows:

Heavy Hitters Awards

Top 20 Office Producers

Top 10 Retail Producers

Top 10 Land Producers

Top 10 Young Brokers of Denver

Top 20 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