



Lawrence Board of REALTORS® Award Criteria

Salesperson of the Year Criteria:

- Sales status in his/her agency (at least in the top 25%).
- Propensity for error free transactions.
- Professional conduct in sales negotiations.
- Ability to cope with the problems associated with sales transactions.

REALTOR® of the Year Criteria:

- Demonstrated involvement in Board activities.
- Projects a positive image in the community as a REALTOR®.
- Promotes the profession through action and deeds.
- Overall, the outstanding individual who most represents what a REALTOR® should be.

Distinguished Service Award Criteria:

- An active member of the LBOR for 20 or more years.
- Faithfulness to the principles of organized real estate.
- Adherence to real estate laws, regulations, and the Code of Ethics.
- Time and effort spent in furthering the principles of good real estate practice among other REALTORS®, the press, and general public.
- Activity in the State Association.

Good Neighbor Award Criteria:

- The Good Neighbor Award will recognize a REALTOR® who has made an extraordinary impact on the community, or on the national or world stage, through their volunteer work.

Rising Star Criteria:

- Newly licensed, entering the business after January 1st of the prior year, and prior to December 31st of the current year. For example – for a 2017 Nomination, licensed after 01/01/2016 and prior to 12/31/2017.
- Achieved 2.0 million in sales production OR 12 transaction sides within a calendar year.
- Rising Star recipients will be nominated by their Broker.
- Prior recipients are excluded from future recognition.

Newcomer of the Year Criteria:

- To be selected from the current year Rising Star recipients.
- Will have demonstrated involvement and participation in REALTOR® events; i.e., participation at LBOR luncheons, service on a LBOR committee, and/or attendance at educational events.
- Indicates enthusiasm for new career, a desire to grow professionally, and a willingness to share talents and expertise with others and through association involvement.

**If there are no nominations that match the award criteria for any category,
no award will be given in that category.**

Questions? Contact Rob Hulse: Rob@LawrenceRealtor.com / 785-842-1843