

COLDWELL BANKER VANGUARD REALTY

WALL OF HONOR

Coldwell Banker Vanguard Realty has instituted policies, procedures and programs that are intended to create a sales force of agents who are the most productive and professional in our market. These agents are a basic tenet of our business philosophy and business model. However, with any group as a “base” it is always appropriate to recognize those people who achieve above the norm of the group.

To recognize those agents who have contributed above the norm CB Vanguard has created the Wall of Honor (WOH). Agents who have become Wall of Honor agents will be recognized by having their photograph and contribution to the company posted at both the corporate office and at Connect U. The posting will include the years that the criteria were met. Agents who have met multiple criteria will have all of them recorded with their posting on the Wall of Honor.

Agents who have achieved WOH status for the preceding year will be recognized at the annual Awards Ceremony. Agents will be recognized in order of tenure on the WOH from initial inductees to the agent who has earned the status the most times.

The selection year will be a calendar year. If an agent becomes a member of the WOH in a year and then does not qualify in the subsequent year the agent will remain a member of the WOH for the non-qualifying year. However, if an agent does not qualify for two consecutive years the agent will be removed from the WOH.

In order to become a member of the WOH an agent must meet the following criteria:

1. Have met their Fairshare for two consecutive years.
2. Additionally, the sales associate must meet at least two of the following criteria, which must be documented by his or her DMD.
 - a. Have earned an annual sales award for the preceding year.
 - i. Top Company award
 - ii. Top Office award
 - iii. President’s Premier
 - b. Have completed at least 5 transactions with a company partner
 - c. Have earned at least 4 “5 Star Office” points for 3 of the 4 calendar quarters
 - d. Provided at least 1 recruiting lead that joins CBV during the calendar year
 - e. Be an instructor at a company sponsored education event including
 - i. CBVenture
 - ii. Pro Sessions

f. Have served on an office council for a minimum of 6 months

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