

AWARDS

QUARTERLY AWARDS:

1st Quarter = January to March

2nd Quarter = April to June

3rd Quarter = July to September

4th Quarter = October to December

POINTS SYSTEM:

Registered Sale = 1 point

If the Sale was a Sole Mandate at the time of Sale = 1 point

For every R6 375.00 company commission = 1 point

CERTIFICATE CATEGORIES:

Bronze = 20 to 29 points

Silver = 30 to 44 points

Gold = 45 to 59 points

Platinum = 60 to 99 points

Diamond = 100 plus

QUARTERLY RENTAL AWARDS:

POINTS SYSTEM:

Once off lease = 1 point

Renewal of existing Managed lease = 1 point

New Managed lease = 2 Points

For every R2 600.00 company commission = 1 point

NB!! – all leases must be minimum of 6 months

CERTIFICATE CATEGORIES:

Bronze = 35 to 49 points

Silver = 50 to 65 points

Gold = 66 to 80 points

Platinum = 81 to 95 points

Diamond = 96 plus

ANNUAL REGIONAL AWARDS:

Outstanding Achievement Award = Based on Total Selling Price for the year.

Categories are 10 – 20 Million; 20 – 30 Million; 30 Million plus.

Regional Top Origination Award Agent/Partnership = Value of bonds registered through Betterbond for the year.

Regional Top Origination Award Office = Value of bonds registered through Betterbond for the year.

Regional Top Entrant = First year as an Estate Agent.

Measured on a “weighting” of Total turnover, Company rand, Gross commission, Total units, Sole Mandates.

Based on registrations for the year.

Regional Outstanding Service = Customer Service

Regional Top Units Rental Agent = Number of leases signed for the year

Regional Top Rental Agent = Total rental points for the year

Regional Top Units Agent/Partnership = Units registered for the year

Regional Top Listing Agent/Partnership = Sole Mandates signed for the year

Regional Top Non Metro Office = Commission received based on registrations for the year

Regional Top Metro Office = Commission received based on registrations for the year

Regional Top Non Metro Partnership =

Measured on a “weighting” of Total turnover, Company rand, Gross commission, Total units, Sole Mandates.

Based on registrations for the year.

Regional Top Non Metro Agent =

Measured on a “weighting” of Total turnover, Company rand, Gross commission, Total units, Sole Mandates.

Based on registrations for the year.

Regional Top Metro Partnership =

Measured on a “weighting” of Total turnover, Company rand, Gross commission, Total units, Sole Mandates.

Based on registrations for the year.

Regional Top Metro Agent =

Measured on a “weighting” of Total turnover, Company rand, Gross commission, Total units, Sole Mandates.

Based on registrations for the year.

MASTER AGENTS AWARD:

Award is given on the Agents Total Sale Value in their career worked back to 7.5% commission.

Sales Value x average commission divided by 7.5

Eg. R1 000 000.00 x 5/7.5 = R666 666.66

The categories are as follows:

50 – 100 Million = badge

100 – 150 Million = badge with 1 stone

150 – 200 Million = badge with 2 stones

200 – 250 Million = badge with 3 stones etc.