

New Hampshire Association of REALTORS®, Inc.

STANDARDS FOR THE SELECTION OF THE REALTOR® OF THE YEAR

The following standards are recommended for the selection of the local Board REALTOR® of the Year. The final selection of the New Hampshire REALTOR® of the Year will be based on these same standards using a percentage rating. Material to be considered will be through **completed** years of service only.

POINTS AND PERCENTAGES FOR SELECTION OF REALTOR® OF THE YEAR

- (A) REALTOR® SPIRIT – A short narrative in essay form that shows examples of how you demonstrate REALTOR® spirit through high principles, faithfulness to laws and regulations of the Code of Ethics and local Board; furtherance of principles of good real estate practice among other brokers and the general public. (20% highest)
- (B) LOCAL BOARD ACTIVITY -- Board offices and committee work; special assignments; seminar activity and education work; membership and offices in local chapters of Institutes, Societies, etc. (25% highest)
- (C) CIVIC ACTIVITY -- local, state and national level participation in civic and service clubs, charitable activities, political action, fraternal or religious groups, etc. (15% highest)
- (D) STATE ASSOCIATION ACTIVITY -- same as B above, but at State Association level; includes attendance at state conventions. (25% highest)
- (E) NAR ACTIVITY -- same as B above, on the national level. (10% highest)
- (F) BUSINESS ACCOMPLISHMENTS -- recognized good business conduct, service to clients, imaginative and creative advertising programs, rehabilitation work, land utilization, etc. (5% highest)

** Please note that 50% of the rating in each category above is based on continuous past performance and 50% of the rating is based on current (last completed calendar year) performance.