

General Sales Leaders Club FAQs

Q: What is the Dayton REALTORS Sales Leaders Club?

A: The Dayton REALTORS Sales Leaders Club is an award that an individual or team may apply for each year to promote their sales achievements. Depending on your transactions during the award year (October 1 of the previous year thru September 30 of the current year) will determine the level you have attained. The years are not accumulative, and you do not need to start at the first level to move to the next level.

Q: What are the award levels?

A: They are:

Individual Awards

- \$1 Million Award of Achievement
- \$2.5 Million Award of Distinction
- \$5 Million Award of Excellence
- \$7.5 Million Pinnacle of Performance
- \$10 Million Apex

Team Awards

- \$1.5 Million Award of Achievement
- \$3.75 Million Award of Distinction
- \$7.5 Million Award of Excellence
- \$11.25 Million Pinnacle of Performance
- \$15 Million Apex

Your sales transactions must equal or exceed the award level you are applying for; i.e. if applying for the Individual Award of Distinction your sales transactions must be at least \$2.5 Million.

Q: Is there a fee for this award? When is included in this fee?

A: Yes, there is a fee for the Sales Leaders Club. The fee entitles you to be able to market yourself or your team as a member of the Sales Leaders Club. You will also receive a certificate with your award level and a promotional slide emailed to you in February. The fee also helps pay for the event held in your honor at in February. This is an annual fee and must be paid with your application.

There are additional fees should you want a plaque or plate for your existing plaque.

Q: My company has a Sales Leaders Report, will you accept this?

A: Yes, we will accept your company's Sales Leaders Report so long as it is in the same format as the Dayton REALTORS Sales Leaders Transactions Sheets AND it accompanies the Sales Leaders Application form.

Q: What if I switch brokerages in the middle of the year?

A: If you switch Real Estate Brokerages within the Sales Leaders Club Award year each broker must sign the transaction pages. If the broker from the previous firm is unwilling to sign, have the current broker send a letter stating the unwillingness of the previous broker.

Q: What happens if I miss the deadline to apply:

A: You are unable to participate in the Sales Leaders Club award for this year. All applications must be received by the deadline of 5 p.m. on October 31, 2023, for in-person applications; or by October 24, 2023, for applications submitted via email.

Q: Are out of state sales allowed to be claimed?

A: No, only properties sold in Ohio can be claimed.

Q: Are referrals allowed?

A: No, credit will not be given for outgoing referrals.

Team Sales Leaders Club FAQs

Q: What is the definition of a team for purposes of the Sales Leaders Club awards?

A: A team exists when two or more REALTORS within a brokerage meet the following three-part test:

- They have a business affiliation with one another to list and sell real estate.
- They do so as a matter of routine practice and
- They hold themselves out to the public as a team in their marketing and social media.

Q: If I am a member of a team as defined above can I still apply for the Individual Sales Leaders Award?

A: No, you are on a team, you cannot receive an individual award. Only the team qualifies for the Sales Leaders Award.

Q: Does it matter whether I report the sales to the MLS under the team leader's name or under my own name?

A: No, how credit for the transaction is determined and divided among team members is not a factor. If you are on a team as defined in the rules, you cannot apply for an individual award.

Q: I occasionally co-list properties with another agent in my office. We also cover for each other when we are on vacation. Does that make us a team?

A: Probably not. You would only be considered a team if you had a business affiliation with one another as a routine practice and held yourselves out as a team in your marketing.

Q: I have a licensed assistant who primarily performs administrative duties. They do not list or sell and we don't call ourselves a team. Can I apply for the individual award?

A: Yes, since you do not meet the definition of a team, you can apply for the individual award.

Q: I have two licensed agents who work for me doing administrative tasks, but also routinely help me with showings, interact with clients and perform licensed activity. I do include them in my marketing pieces and have referred to them as part of “my team” on facebook and other advertising. I really think of them as assistants. Can I apply as an individual or do I have to apply as a team?

A: In this case, because you have a business affiliation, they are performing licensed activity on a routine basis for you and you have marketed yourself as a team, you would be considered to be a team.

Q: I just joined a team. Can I apply for the individual award for the transactions I had before I joined the team?

A: Yes.

Q: I was previously associated with a team but left 6 months ago. Can I use some of the transactions I had when I was with the team to qualify for the individual award?

A: No. If you want to apply for the individual award you can only use those transactions you handled as an individual after you left the team.