# 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: Is there a fee for this award? What 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 emailed to you in February. The fee also helps pay for the event held in your honor at the end of 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 (not post marked) by the deadline of 5 p.m. on October 30, 2026 for in-person applications; or by 11:59 p.m., on October 23, 2026, for applications submitted via email.

**Q: Can hand written applications or transaction forms be submitted?**

A: No, we are no longer accepting hand written applications or transaction forms. Hand written applications or transaction forms will be disqualified.

**Q: Will there be an award ceremony and is there a cost to attend?**

A: Yes, a Sales Leaders Gala is planned for January 2027 to honor recipients. The cost for one ticket to attend the Gala is included in the application fee for the award program. Sales Leader recipients may purchase tickets for guests or team members for $75 each. Reservations are required for Sales Leader recipients and their guest/team members to attend.

# 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 have left the team.