



2020 RLI APEX Awards Rules & Regulations

RLI announces its 4th Annual APEX Awards program, sponsored by The Land Report. The APEX Awards is a national production awards program that recognizes excellence and performance of RLI members. The general scope is to provide annual recognition for Top Producers in their categories and specialties. Only RLI Members may apply.

Winners will be recognized at a special awards program at the 2021 National Land Conference. Top winners will receive national recognition including coverage in The Land Report Spring 2021 magazine and in a national PRNewswire press release.

- Minimum of \$4 million basis of qualifying volume to apply. All who submit \$4 million of qualifying volume in closed land deals will be included in the RLI APEX Producers Club.
- The Top 20 overall producers will be recognized as the Top 20 National Producers.
- National Brokers of the Year will be recognized in each of the following categories:
 - Ag land Sales –Crops
 - Ag land Sales –Ranches
 - Recreational Land Sales
 - Timber Land Sales
 - Commercial Land Sales
 - Residential Land Sales
 - Auction Sales
- APEX National Top Producer Award
- Wrangler Award
- ALC to ALC Networking Award
- Entry fee is \$125 for each application and includes one non-transferable ticket to the awards ceremony at the National Land Conference.

Deadline for submissions is Monday, January 25, 2021.

2020 RLI APEX Awards Rules and Regulations

I. Introduction – APEX Producers Club

The REALTORS® Land Institute (RLI), in its desire to recognize the top land real estate producers in the country and raise awareness of land real estate as a specialty, is pleased to announce the APEX Awards Producers Club Program.

II. Requirements for Application and Membership

1. Applicant must be a member in good standing of RLI, with dues paid in full for 2021.
2. Applicant must have an active real estate license.
3. Applicant must have produced new real estate brokerage business with a qualifying volume of \$4,000,000 or more (per the first page of the RLI APEX Awards Application) during 2020. Categories can be combined to reach the \$4 million qualifying volume threshold.
4. Applicants must submit a properly executed and typed application to rli@nar.realtor by no later than the deadline.
5. RLI will send a confirmation of receipt within three business days. It is the responsibility of the Applicant to be sure that the entry has been received by the deadline date.
6. All applications must be signed by the Applicant and Applicant's Principal Broker to certify that all information contained in the application is correct and accurate.
7. Any application received after the deadline will be automatically rejected.
8. Applicant shall submit the following:
 - a. Properly executed application, including Transaction History Worksheets for each category, in original Excel format.
 - b. Signed Letter of Certification, including original signatures from Applicant and Applicant's Principal Broker. In the event an Applicant wishes to submit a transaction which closed or had an effective date during the time the Applicant was affiliated with a company other than the Applicant's current company, the applicant shall have his previous Designated REALTOR® or Managing Broker certify the transaction(s) by providing a signed letter of certification from the previous Managing Broker.
 - c. Applicant photo (high resolution jpeg electronic file)
 - d. An Application Fee of \$125, which entitles the applicant to one non-transferable APEX Awards Program Dinner ticket at NLC. This can be paid online at rliland.com or by calling 800-441-5263.
 - e. Applicant is required to make a copy of application for his/her own records.
9. If an application needs further documentation, all documentation requested must be provided within 48 hours of the time of the request. If

documentation is not provided within 48 hours, then the application will be rejected.

10. Application fees will be not be refunded or transferred.

III. Award Categories

1. Top 20 National Producer – the Top 20 overall producers shall be recognized as the APEX Top 20 National Producers. Categories can be combined for this ranking.
2. National Brokers of the Year – The top producer in each division, based on their APEX Awards Qualifying Volume for each category, shall be recognized as National Broker of the Year. No two categories may be combined for the purpose of these awards, but a broker may receive an award in more than one category.
 - a. Categories
 - i. Ag land Sales –Crops
 - ii. Ag land Sales –Ranches
 - iii. Recreational Land Sales
 - iv. Timber Land Sales
 - v. Commercial Land Sales
 - vi. Residential Land Sales
 - vii. Auction Sales
 - b. Each applicant is expected to use his/her best judgement in categorizing transactions.
 - c. It is the intent to recognize a Broker of the Year in each of the seven categories. The committee may, at its discretion, opt not to recognize a Broker of the Year in a specific category due to a lack of applicants.
3. APEX Top National Producer Award – The top producer based on their overall APEX Awards Qualifying Dollar Volume.
4. Wrangler Award – The award given to the Applicant who had the most number of sides of transactions, regardless of category, where the Applicant was the primary agent with 50% or more involvement.
5. ALC to ALC Networking Award – The award given to the Applicant(s) with the largest ALC to ALC transaction by sales volume.

IV. Rules for Calculating APEX Producers Club Qualifying Volume Credit

1. For business to count for APEX Producers Club Volume, the effective credit date must be during the 2020 calendar year.
2. Full credit will be allowed in the calendar year of the closing of a transaction in which an installment commission is paid.
3. APEX Producers Club Qualifying Volume credit shall be given only for an applicant acting in a transaction as a salesperson (as opposed to acting as a managing broker or company).
4. No APEX Producers Club Qualifying Volume credit shall be allowed for appraisals, referral fees, evaluations, consultations, or any transaction

in which a fee is collected that is not contingent upon the actual closing of a transaction.

5. No APEX Producers Club Qualifying Volume credit shall be allowed for any transaction for which the commission or brokerage fee is not reflected on a closing statement, valid listing agreement, or disclosure statement.
6. In order to be eligible for the APEX Producers Club, the Applicant's APEX Producers Club Qualifying Volume must be majority land, i.e. for each transaction, the value of the land, including agricultural improvements, must account for at least 51% of the total sale in order for the transaction to be eligible.
7. If more than one individual within the Applicant's company actively participated in any sale or lease, the APEX Producers Club Qualifying Volume credit allowed shall be divided proportionately, regardless of how the commission fees were split (100% if acting alone, 50% if two agents, 33% if three agents, 25% if four agents, and so on).
8. APEX Producers Club Qualifying Volume credit is not assignable or transferable. If more than one individual is involved in a transaction, and one or more of the individuals do not submit the transaction for APEX Producers Club Qualifying Volume credit, the non-APEX Awards participants' credit is not assignable or transferable to the Applicant or anyone else. In every submitted transaction, the APEX Producers Club Qualifying Volume credit claimed by each Applicant shall only reflect the Applicant's proportionate percentage of the deal, as reflected in Rule 7 above.
9. If an Applicant sells shares or ownership in a property (or in partnership, corporation, or co-tenancy owned property), through syndication, then the APEX Producers Club Qualifying Volume credit shall be calculated by multiplying the percentage interest of the entity sold by the total sales price of the entity sold.
10. For Auctions, Applicants are allowed to claim both sides of auction transactions in which the other side was unrepresented. However, no credit shall be given for simply calling an auction - all auction transactions must be agency-based.

V. Spreadsheet Rules and Calculations

1. Eligibility is only open to RLI members in good standing.
2. (Column 1) – Number to keep transactions in order
3. (Column 2) – The date that title transferred in the sales transaction closing.
4. (Column 3) – Full address of the property. If no physical address is available, a brief legal description is acceptable.
5. (Column 4) – The selling entity and buying entity in the sales transaction.
6. (Column 5) – Who did you represent? The buyer, seller, both, or buyer/seller with other side unrepresented?

7. (Column 6) – If you represented EITHER the buyer OR the seller, enter 1. If you represented BOTH the buyer AND the seller, enter 2. If you represented buyer/seller AND the other side was unrepresented, you may enter 2.
8. (Column 7) – Please indicate if the other side was represented by an ALC, and if so, who? This information will be used to determine eligibility for the ALC-to-ALC Networking Award at the conference. You may be contacted for additional information.
9. (Column 8) – The amount recorded on the deed. However, if the purchase price from a deed is not available for any reason, then the applicant may include the consideration of the transaction as supported by a written acknowledgement of sale between the parties and a related settlement statement.
- 10.(Column 9) – If you represented EITHER the buyer OR the seller, enter 100%. If you represented BOTH the buyer AND the seller, enter 200%. If you co-listed the property with another agent outside of your firm, and you brought the buyer yourself, enter 150%.
- 11.(Column 10) – Applies to the number of agents on your side of the deal with whom you worked the transaction and shared the commission.
- 12.(Column 11) – The corresponding percentage of the number of people involved in the transaction, NOT reflective of actual commission splits. (100% if acting alone, 50% if two agents, 33% if three agents, 25% if four agents, and so on)
- 13.(Column 12) – Should calculate automatically provided the rules have been followed. Please do not enter in an amount. This total will automatically be transferred to the first page of the application and will be used to calculate winners for each award.

VI. Promotion of the APEX Producer Club Membership/Award

Members of the APEX Producers Club and Special Award Winners may promote their membership/award on business cards, websites, letterheads, or other printed or online materials as follows:

- 2020 RLI APEX National Producers Club
- RLI APEX 2020 Top 20 National Producer
- RLI APEX 2020 National Broker of the Year- (Appropriate Category)
- RLI APEX 2020 Top National Producer
- RLI APEX 2020 Wrangler Award
- ALC to ALC Networking Award - 2020



20120 APEX Awards Application – Letter of Certification

I, _____, **Applicant**, hereby affirm that I have read the Rules and Regulations of the 2020 RLI APEX Awards and hereby make application for the award(s).

In order for this application to be considered, I hereby represent that I, personally, handled from January 1, 2020 to December 31, 2020 the real estate transactions described on the attached forms (which include the RLI APEX Awards Application Spreadsheet) and that said transactions qualify for APEX Awards as described in said Rules and Regulations. I understand that, should there be any misrepresentation in form and/or content of my application, other than typographical or mathematical mistakes, my application shall be automatically disqualified and I may be reported to the RLI Ethics Committee for appropriate disciplinary action.

Date

Signature

Letter of Certification from Designated Broker

I, _____, **Applicant's Designated Broker**, affirm that I have read the Rules and Regulations of the 2020 RLI APEX Awards, and I have read and reviewed the Applicant's application and represent that it is true and correct and that the Applicant has met all of the qualifications for admission in the APEX Awards as set forth in said Rules and Regulations. I also affirm that all of the herein information is in accordance with our company records (except for information that is included in the attached Letter of Certifications for the Applicant's previous Designated Broker, if applicable), and that there were no cooperating agents except as shown herein either in or out of the office, and that a real estate commission was paid in accordance with said Rules and Regulations. I understand that, should there be any misrepresentation in form and/or content of the herein application, other than typographical or mathematical mistakes, the herein application shall be automatically disqualified and the Applicant and I (if applicable) may be reported to the RLI Ethics Committee for appropriate disciplinary action.

Date

Signature of Designated Broker

Printed Name of Designated Broker



Letter of Certification from Previous Designated Broker

Applicant Name: _____

I, _____, **Applicant's previous Designated Broker**, affirm that I have read the Rules and Regulations of the 2020 RLI APEX Awards. I also affirm that all of the herein information as forth in the RLI APEX Awards Application Spreadsheet, is in accordance with our company records, and that there were no cooperating agents except as shown herein either in or out of the office, and that a real estate commission was paid in accordance with said Rules and Regulations. I understand that, should there be any misrepresentation in form and/or content of the herein application, other than typographical or mathematical mistakes, the herein application shall be automatically disqualified and the Applicant and I (if applicable) may be reported to the RLI Ethics Committee for appropriate disciplinary action.

Date

Signature of previous Designated Broker

Printed Name of Previous Designated Broker