



Awards & Recognition Program

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About the REMAX Awards & Recognition Program

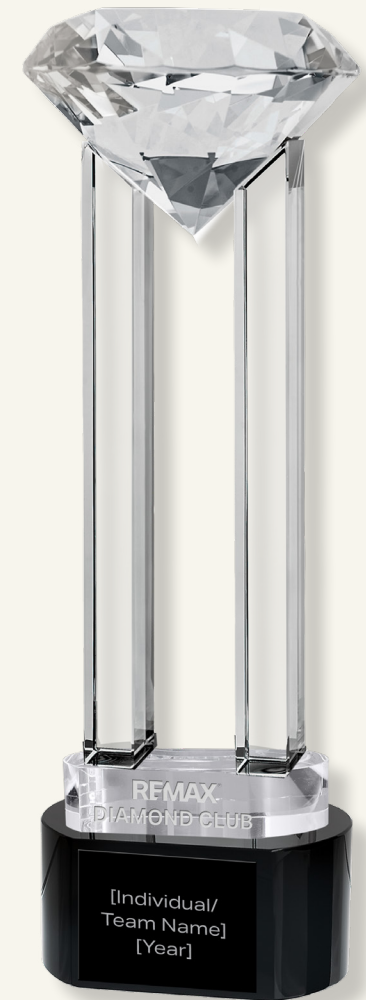
/ Recognition Is a Priority

Achievement, leadership and productivity are major elements in the REMAX culture. Individuals, teams, brokerages and regions who excel in these areas have a deep, positive effect on their communities, their colleagues and the network as a whole.

The REMAX Awards & Recognition Program provides a way to honor these contributors. By shining a spotlight on quality and excellence, the awards celebrate accomplishments, fortify reputations and inspire others to reach higher in their own aspirations.

Awards bestowed through the program fall into five groups:

- Club Awards – Recognizing sales associates and team leaders with individual, team member and team leader status, based on commission earnings in a given year.
- Career Awards – Recognizing sales associates, based on cumulative earnings and years of service while with the REMAX network.
- Top 25/50/100 Rankings – Recognizing sales associates and teams, based on total gross commissions in a given year.
- Special Awards – Recognizing sales associates, teams, broker/owners, regional REMAX leaders and others in a variety of categories (production, growth, service and more).
- Service Anniversary Awards - Recognizing affiliates based on REMAX years of service in 5-year increments.



Club Awards and Team Club Awards Rewards of an Exceptional Year

Club Awards and Team Club Awards recognize the preparation, effort, performance and commitment essential to real estate success. Though the awards are based on gross commission earnings, their true measure goes far beyond dollar amounts. Individuals and team members are recognized with an individual Club Award. Team Club Awards are awarded to team leaders based on their team's total GCI in a calendar year. The award levels follow the same commission.

Announced each February, Club Awards and Team Club Awards are bestowed based on the recipient's total gross commission income (GCI) during the previous calendar year.

While Club Awards and Team Club Awards trophies are the same, their name plates are different. For the individual and team member Club Award name plates, the affiliate's name and year earned will display. Team leader name plates will show the team's name and year the award was earned.



EXECUTIVE CLUB
\$50,000 to \$99,999
in gross commissions



100% CLUB
\$100,000 to \$249,999
in gross commissions



PLATINUM CLUB
\$250,000 to \$499,999
in gross commissions



CHAIRMAN'S CLUB
\$500,000 to \$749,999
in gross commissions



TITAN CLUB
\$750,000 to \$999,999
in gross commissions



DIAMOND CLUB
\$1 million to \$1,999,999
in gross commissions



PINNACLE CLUB
\$2 million+
in gross commissions

Club Awards and Team Club Awards Details

100% Club Award and 100% Team Club trophies and above are presented during the "Best of REMAX" awards celebration. Trophies are complimentary for registered R4 attendees and may be collected during the award event or at the trophy booth in the R4 Marketplace. Executive Club and Executive Club Team trophies are not available at R4.

Executive Club and other winners unable to attend R4 may purchase their trophies through remax.crownawards.com.

No action or application is required on the part of Club Award and Team Club Award winners. The Awards team at REMAX World Headquarters manages the process, working with regional teams and offices as needed.

Award status updates are reflected in the REMAX MAXCenter® profile by the second week of February.

Commissions determining Club Awards and Team Club Awards for associates outside of the U.S. and Canada are calculated using an approved REMAX conversion rate to U.S. dollars. Only commissions paid within the current award year (or shortly thereafter) count toward that year's award.

For more information on Club Award eligibility or process, please email awards@remax.com.



Career Awards

Celebrating Long-Term Success

Over time, as successful years build on one another, new milestones emerge – represented by the network's Career Awards. These prestigious, highly coveted awards convey true mastery. Reaching any level is a special, career-changing achievement.

Career Awards are based on an agent's individual GCI accumulated over time at REMAX. Beginning with Lifetime Achievement, they also include a length-of-affiliation component. Associates must fulfill both aspects of eligibility (earnings and tenure) in order to receive the award.



HALL OF FAME

Over \$1 million in gross commissions
No length of service required



LIFETIME ACHIEVEMENT

Over \$3 million in gross commissions
At least seven years active with REMAX



CIRCLE OF LEGENDS

Over \$10 million in gross commissions
At least 10 years active with REMAX



LUMINARY OF DISTINCTION

Over \$20 million in gross commissions
At least 20 years active with REMAX



PARAMOUNT OF EXCELLENCE

Over \$30 million in gross commissions
At least 30 years active with REMAX

Career Awards Details

The Circle of Legends, Luminary of Distinction and Paramount of Excellence Career Awards are presented during the Opening General Session. The Hall of Fame and Lifetime Achievement Career Awards are presented during the “Best of REMAX” awards celebration at R4.

Hall of Fame and Lifetime Achievement Award winners unable to attend R4 may purchase their trophies through remax.crownawards.com. Circle of Legends, Luminary of Distinction and Paramount of Excellence trophies are automatically mailed upon being awarded.

Award status updates are reflected in the REMAX MAXCenter profile within 90 days of identification by RE/MAX, LLC.

No action or application is required on the part of Career Award winners. The Awards team at REMAX World Headquarters manages the process, working with regional teams and offices as needed.

Commissions determining Career Awards for associates outside the U.S. and Canada are calculated using an approved REMAX conversion rate to U.S. dollars. Only commissions paid within the tenure requirement (or shortly thereafter) count toward the earnings requirement.

For more information on Career Award eligibility or process, please email awards@remax.com.



Top 25/50/100 Individual & Team Rankings

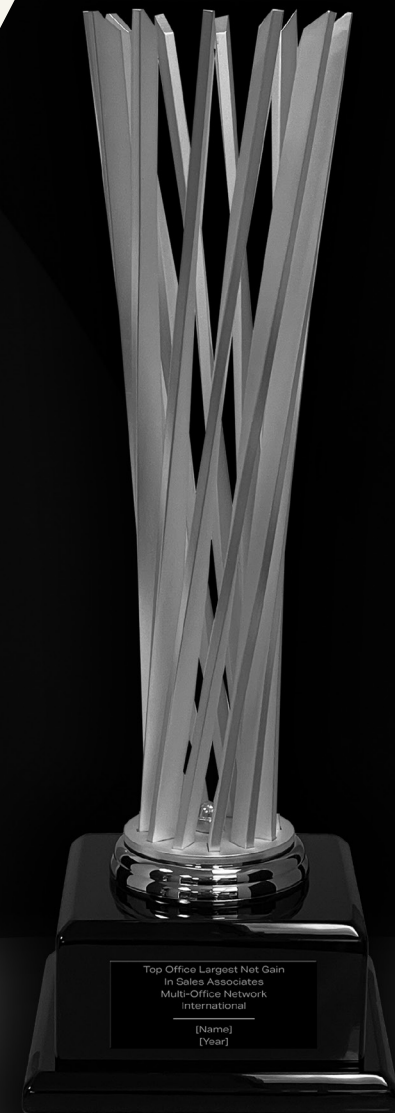
Top 25/50/100 rankings recognize sales associates and teams based on their total gross paid commissions in a given year. To qualify for the top teams rankings, year-to-date commission totals need to be equal to or greater than \$40,000 US dollars. Team size is calculated by adding the total number of team members plus team leader on the last day of the month, for that month's rankings.

/ Individual Rankings

- Top 100 (Worldwide/U.S./Canada/Global)
Residential
Commercial

/ Team Rankings

- Categories
“Small” = two-person team
“Medium” = three-to-nine-person team
“Large” = 10+ person team
- Top 100 (Worldwide/U.S./Canada/Global)
Residential and Commercial combined
- Top 50 (Worldwide/U.S./Canada/Global)
Residential for each team category (Small/
Medium/Large)
- Top 25 (Worldwide/U.S./Canada/Global)
Commercial for each team category
(Small/Medium/Large)





Special Awards Extraordinary Accomplishments

Presented each year at the REMAX R4 convention, Special Awards recognize the network's most elite producers, most dynamic offices and most respected leaders.

Special Awards are bestowed at the "Opening General Session" or "Best of REMAX" awards celebration. Your hard work and recognition are extremely important to us. Details surrounding your award will be communicated in your invitation to these events.

The Distinguished Service Award, the most enduring accolade of all, recognizes individuals who have made a permanent, meaningful impact on the network by representing the best aspects of REMAX through their actions and achievements.

/ Leadership Award Categories

- **Distinguished Service**
- **Broker of the Year Multi-Franchise**
- **Broker of the Year Single Franchise**
- **Region of the Year**
- **Children's Miracle Network Hospital® Donations**
 - Top Contributor Single Franchise (U.S./Canada)
 - Top Contributor Multi Franchise (U.S./Canada)
 - Top Contributor Individual Agent (U.S./Canada)
 - Top Contributor Team (U.S./Canada)
- **Top 5 Franchise Sales Consultants**
 - U.S./Canada/Global

/ Commissions Award Categories

- **Top 3 Teams for each Team category (Small/Medium/Large)**
 - Residential (Worldwide/U.S./Canada/Global)
 - Commercial (Worldwide/U.S./Canada/Global)
- **Top 3 Teams (Overall)**
 - Residential & Commercial (Combined Worldwide/U.S./Canada/Global)
- **Top 10 Individuals**
 - Residential & Commercial (Combined Worldwide)
 - Residential (Worldwide/U.S./Canada/Global)
- **Top 5 Individuals**
 - Commercial (Worldwide/U.S./Canada/Global)

/ Transactions Award Categories (Worldwide/U.S./Canada/Global)

- **Top 3 in Team Transactions for each Team category**
 - (Small/Medium/Large)
- **Top 3 in Individual Transactions**

/ Top Franchises Award Categories (Worldwide/U.S./Canada/Global)

- | | |
|---|--|
| • Largest Franchise by Associate Count <ul style="list-style-type: none">Single FranchiseMulti Franchise | • Number of Closed Transactions <ul style="list-style-type: none">Small MarketMetro MarketMulti Franchise |
| • Largest Net Gain in Sales Associates <ul style="list-style-type: none">Small MarketMetro MarketMulti Franchise | • Total Sales Volume <ul style="list-style-type: none">Small MarketMetro MarketMulti Franchise |



Special Awards Details

For production and growth awards, separate winners are determined for the U.S., Canada and Global regions. The overall top performer is recognized as the worldwide winner. Commission and transaction awards and rankings are additionally divided into Teams and Individuals. Only commissions paid within the current award year (or shortly thereafter) count toward that year's Special Awards. In many of the office categories, a distinction is made between metro and small markets, and between single franchises and multi franchises.

/ Special Award Definitions

- **Single vs Multi-Franchise**

Single Franchise: A franchise with a single franchise agreement (a single office with a team office and has only one franchise agreement would be considered a Single Franchise).

Multi-Franchise: A franchise with two or more franchise agreements.

- **Net Growth Index**

The difference between a prior period agent count and the current agent count with adjustments to exclude agent activity attributed either to transfers from other REMAX offices during the evaluation period or to re-activations within 30 days after termination of REMAX affiliation.

- **Small vs Metro Market**

Small Market: 30K or less in populations that are substantially distant from major urban area.

Metro Market: 30K or more in population.

- **Special Nomination Awards**

Distinguished Service, Broker/Owner of the Year Single Franchise, Broker/Owner of the Year Multi Franchise and Region of the Year – are determined through a nomination process. Regions submit nominations in December, and the final selections are made at REMAX World Headquarters in January. Recipients are notified that they've won a Special Award but are not given specific details.

For more information on Special Award eligibility or process, please email awards@remax.com.

Visibility & Well-Earned Acclaim

/ Special Awards

Special Awards recognizes REMAX's top network-wide winners based on commissions, transactions and volume production at an office and agent level. Distinguished Service, Broker/Owner of the Year Single and Multi Office and Region of the Year are just some of the special awards recognized.

/ Best of REMAX R4 Awards Ceremony

This formal even celebrates the success of top REMAX associates from across the network in a high-energy and entertaining evening. R4 registration and an event ticket is required for all attendees.

/ Neck Medals Top 25/50/100 Rankings

If they're attending R4, individuals and team leaders in the year-end Networkwide Top 25/50/100 rankings can receive their medal at the Trophy Booth in the R4 Marketplace. They should wear the medal proudly throughout the convention.



Marketing Your Achievements

Winning an award is exciting, but the benefits extend far beyond the moment. In a competitive industry, awards and achievements provide valuable credibility that can generate additional business.

To leverage the acclaim earned through the REMAX Awards & Recognition Program, here are a few ideas honorees should consider:

- Display trophies and certificates in a prominent, visible way.
- Issue a press release about the award (templates are available in the Agent Broker Hub via MAX/Center)
- Add the appropriate Career Award, Club Award, Team Club Award logo into your email signature and business cards (available in the Agent Broker Hub via MAXCenter)
- Reference the award on websites, social media profiles and promotional materials.
- Wear career award lapel pins.

Any advertising of REMAX awards or rankings by an office or affiliate must accurately present the office's or affiliate's accomplishments. For more information, refer to the Brand Identity Manual.

For assistance with any of these resources, please email awards@remax.com.

