

# 2007 AWARDS CRITERIA



For nearly a century, the Coldwell Banker name has stood for integrity, commitment and innovation. The Coldwell Banker International Awards and Recognition Program honors our peak performers who soar to the highest level of achievement within our company. Through the strength of their individual successes, and those of each and every member of our organization, Coldwell Banker will continue to prosper and lead our industry into the future.

Coldwell Banker is proud to salute the superior selling efforts and outstanding production of our top Sales Associates. Our award designations are the most coveted and respected in the industry, and our exciting and lavish recognition events reflect our pride in our honorees' extraordinary level of achievement.

## INDIVIDUAL SALES ASSOCIATE AWARDS



### SOCIETY OF EXCELLENCE

Awarded to all Sales Associates who produce a minimum of **\$1.5 million** in Closed Adjusted Gross Commission Income or **250 Total Units**.



### INTERNATIONAL PRESIDENT'S PREMIER

Awarded to all Sales Associates who produce a minimum of **\$720,000** in Closed Adjusted Gross Commission Income or **140 Total Units**.



### INTERNATIONAL PRESIDENT'S ELITE

Awarded to all Sales Associates who produce a minimum of **\$380,000** in Closed Adjusted Gross Commission Income or **75 Total Units**.



### INTERNATIONAL PRESIDENT'S CIRCLE

Awarded to all Sales Associates who produce a minimum of **\$240,000** in Closed Adjusted Gross Commission Income or **50 Total Units**.



### INTERNATIONAL DIAMOND SOCIETY

Awards to Sales Associates who produce a minimum of **\$160,000** in Closed Adjusted Gross Commission Income or **32 Total Units**.



### INTERNATIONAL STERLING SOCIETY

Awarded to Sales Associates who produce a minimum of **\$120,000** in Closed Adjusted Gross Commission Income or **25 Total Units**.

## SALES ASSOCIATE TEAM DESIGNATIONS



### INTERNATIONAL PRESIDENT'S PREMIER TEAM

Awarded to all Sales Associates who produce a minimum of **\$1,050,000** in Closed Adjusted Gross Commission Income or **205 Total Units**.



### INTERNATIONAL PRESIDENT'S ELITE TEAM

Awarded to all Sales Associates who produce a minimum of **\$615,000** in Closed Adjusted Gross Commission Income or **110 Total Units**.



### INTERNATIONAL PRESIDENT'S CIRCLE TEAM

Awarded to all Sales Associates who produce a minimum of **\$395,000** in Closed Adjusted Gross Commission Income or **75 Total Units**.

### INTERNATIONAL DIAMOND SOCIETY TEAM

Awarded to all Sales Associates who produce a minimum of **\$265,000** in Closed Adjusted Gross Commission Income or **50 Total Units**.

### INTERNATIONAL STERLING SOCIETY TEAM

Awarded to all Sales Associates who produce a minimum of **\$200,000** in Closed Adjusted Gross Commission Income or **35 Total Units**.