



DUE DATE: FRIDAY, JANUARY 4, 2008

**2007 APPLICATION FOR
NJAR® CIRCLE OF EXCELLENCE SALES AWARD®
JANUARY 1, 2007 — DECEMBER 31, 2007**

**APPLICATIONS MUST BE IN YOUR PRIMARY LOCAL
BOARD/ASSOCIATION NO LATER THAN ITS CLOSING
TIME ON FRIDAY, JANUARY 4, 2008.**

THERE WILL BE NO EXCEPTIONS.

ADVERTISING RULES

RULE #1: Neither you, the agency with which you are associated, nor anyone on your behalf shall in any manner advertise, publish or distribute prior to **February 1, 2008**, that you are a recipient, qualified or eligible to receive the NJAR® Circle of Excellence Sales Award® for the year 2007.

You will receive notification from your primary Local Board/ Association as to the acceptance or rejection of your application by **January 25, 2008**.

RULE #2 All advertisements, publications or distributions of items acknowledging your achievement of the NJAR® Circle of Excellence Sales Award® **MUST** contain the following:

The YEAR(S) the Award was achieved (can be all years or any year(s) the Award was achieved); and

Any of the following three names (or the NJAR® Million Dollar Sales Club when applicable), which **MUST** include NJAR® (or New Jersey Association of REALTORS®) at the beginning of the name:

NJAR® Circle of Excellence Sales Award®
NJAR® Circle of Excellence Award
NJAR® Circle of Excellence

NOTE: It is optional to use the level of the Award (e.g., bronze, gold, etc.). However, if you use the level, you must use the level for each year for which you are advertising the Award.

Additional explanation of the advertising rules, enforcement, penalties, and the appeal process may be found on Page 9, 10 & 11.

**This form MUST be signed and submitted
with your application.**

Signature of Applicant

We recommend that you make a copy of your application and calculating form

**NJAR® CIRCLE OF EXCELLENCE SALES AWARD®
JANUARY 1, 2007 – DECEMBER 31, 2007**

**EXPLANATION OF ADVERTISING RULES, ENFORCEMENT,
PENALTIES, AND APPEAL PROCESS**

RULE #1

Neither you, the agency with which you are associated, nor anyone on your behalf shall in any manner advertise, publish or distribute prior to **February 1, 2008** that you are a recipient, qualified or eligible to receive the NJAR® Circle of Excellence Sales Award® for the year 2007.

You will receive notification from your primary Local Board/Association as to the acceptance or denial of your application by **January 25, 2008**.

ENFORCEMENT

THIS AWARD IS AN INDIVIDUAL AWARD AND, IN THE EVENT OF ANY VIOLATION OF RULE #1, REGARDLESS WHO IS RESPONSIBLE FOR THE CREATION OR SUBMISSION OF THE ADVERTISEMENT OR ANY OTHER ITEM SUBMITTED FOR PUBLICATION OR DISTRIBUTION, INCLUDING BUT NOT LIMITED TO BUSINESS CARDS, E-MAILS, NEWSPAPERS, MAGAZINES, WEBSITES, AND ANY OTHER ITEM SUBMITTED FOR ADVERTISEMENT, PUBLICATION OR DISTRIBUTION, NJAR® WILL ENFORCE THIS RULE AGAINST YOU AS FOLLOWS:

PENALTIES

FIRST VIOLATION: You shall be ineligible to receive the Award for the year for which you have applied.

SECOND AND SUBSEQUENT VIOLATIONS: You shall be ineligible to receive the Award for two years, which includes the year in which you applied and the following year.

RULE #2

All advertisements, publications or distributions of items acknowledging your achievement of the NJAR® Circle of Excellence Sales Award® MUST contain the following:

The YEAR(S) the Award was achieved (can be all years or any year(s) the Award was achieved);
AND;

Any of the following three names (or the NJAR® Million Dollar Sales Club when applicable) which MUST include NJAR® (or New Jersey Association of REALTORS®) at the beginning of the name:

NJAR® Circle of Excellence Sales Award®
NJAR® Circle of Excellence Award
NJAR® Circle of Excellence

Note: It is optional to use the level of the Award (e.g., bronze, gold, etc.). However, if you use the level, you must use the level for each year for which you are advertising the Award.

If your agency advertises its own or any other award and the NJAR® Circle of Excellence Sales Award® in the same advertisement, it must clearly differentiate between the two awards so that each recipient of the NJAR® Circle of Excellence Sales Award® clearly is identified as provided in this Rule.

There cannot be any confusion in the advertisements concerning who received the NJAR® Circle of Excellence Sales Award® and who received a company or other award.

ENFORCEMENT

THIS AWARD IS AN INDIVIDUAL AWARD AND, IN THE EVENT OF ANY VIOLATION OF THIS RULE #2, REGARDLESS WHO IS RESPONSIBLE FOR THE CREATION OR SUBMISSION OF THE ADVERTISEMENT ON YOUR BEHALF, INCLUDING BUT NOT LIMITED TO BUSINESS CARDS, E-MAILS, NEWSPAPERS, MAGAZINES AND WEBSITES, AND THE ADVERTISEMENT IS A PAID ADVERTISEMENT, WITH THE AUTHORIZATION BY OR KNOWLEDGE OF THE APPLICANT, YOU WILL BE HELD RESPONSIBLE AND NJAR® WILL ENFORCE THIS RULE AGAINST YOU AS FOLLOWS:

PENALTIES

FIRST VIOLATION: \$100 fine. If you fail to pay the fine and correct the violation within 30 days of receipt of written notification, you automatically will lose the Award and will not be eligible to apply the following year.

SECOND VIOLATION: \$500 fine. If you fail to pay the fine and correct the violation within 30 days of receipt of written notification, you automatically will lose the Award and will not be eligible to apply the following year.

THIRD AND SUBSEQUENT VIOLATIONS: \$1000 fine. If you fail to pay the fine and correct the violation within 30 days of receipt of written notification, you automatically will lose the Award and will not be eligible to apply for the Award the following TWO years.

All fines will be payable to the New Jersey Association of REALTORS® Educational Foundation.

ELIMINATION OF NJAR® MILLION DOLLAR SALES CLUB ADVERTISING

If you have achieved the NJAR® Million Dollar Sales Club and the NJAR® Circle of Excellence Sales Award®, you may combine them to advertise both of those Awards as the NJAR® Circle of Excellence Sales Award® using one of the three approved names (but cannot jointly advertise them as only the NJAR® Million Dollar Sales Club) and the year(s) in which the Award was achieved.

EXAMPLES

NOTE: It is optional to use the level of the Award (e.g., bronze, gold, etc.). However, if you use the level, you must use the level for each year for which you advertise the Award. The following are examples:

1. NJAR® Circle of Excellence Sales Award®, 1995-1999-Bronze, 2001-Silver, 2002-Bronze, 2003-Platinum or
2. NJAR® Circle of Excellence Sales Award®, 2002 (if you don't want to advertise you received the Award in any other years, there is no requirement to do so).

ADDITIONAL ADVERTISING RULES

With regard to group advertisements, each individual included in the advertisement who does not comply with Rule #2 shall be deemed to have separately violated this Rule and will be subject to the above penalties. Payment of the fine(s) imposed is a condition for the individual ever applying again for the Award.

If an advertisement with the same violation already has been placed in a publication prior to receiving written notice and you cannot in good faith correct that advertisement, that advertisement shall be considered to be the same violation.

APPEAL PROCESS

Application Denial:

YOU MAY FILE A WRITTEN APPEAL WITHIN FIFTEEN (15) DAYS OF THE DATE OF THE WRITTEN NOTICE TO YOU OF THE REJECTION OF YOUR APPLICATION. SAID WRITTEN APPEAL MUST BE SUBMITTED TO YOUR PRIMARY LOCAL BOARD/ASSOCIATION, WHICH WILL FORWARD THE APPEAL TO NJAR® FOR PROCESSING.

Advertising:

YOU MAY APPEAL THE DECISION THAT YOU HAVE VIOLATED RULE #1 OR RULE #2 WITHIN FIFTEEN (15) DAYS OF THE DATE OF THE WRITTEN NOTICE TO YOU CONCERNING THE VIOLATION. **SAID WRITTEN APPEAL MUST BE SUBMITTED DIRECTLY TO NJAR®.** THE PROCEDURES THAT MUST BE FOLLOWED FOR THE APPEAL ARE AVAILABLE FROM NJAR®. THE APPELLANT IS NOT PERMITTED TO APPEAR BEFORE THE COMMITTEE.

NJAR® DISTINGUISHED SALES CLUB AWARD

NO YEAR IS REQUIRED WHEN YOU ADVERTISE THE NJAR® DISTINGUISHED SALES CLUB AWARD.

NOTE: ANY REQUEST MADE TO NJAR® FOR THE YEARS THAT THE NJAR® MILLION DOLLAR CLUB OR NJAR® CIRCLE OF EXCELLENCE SALES AWARD® WAS ACHIEVED MUST BE RECEIVED IN WRITING BY NJAR® PRIOR TO DECEMBER 1, 2007.

APPLICATIONS MUST BE IN YOUR PRIMARY LOCAL BOARD/ASSOCIATION OFFICE NO LATER THAN ITS CLOSING TIME ON FRIDAY, JANUARY 4, 2008.

THERE WILL BE NO EXCEPTIONS