

## **Entrepreneur of the Year Award Guidelines for Local Chapters**

The Women's Council of REALTORS® Local Chapter Entrepreneur of the Year Award is awarded to a chapter member who has exhibited business leadership in their work and community. (While Member of the Year is awarded to a volunteer who has made a notable contribution to the life of the *Chapter*, the Entrepreneur of the Year is awarded to a REALTOR® who has achieved something notable in *business*.)

### **Deadlines:**

Chapters set deadlines with the understanding that the Award Recipient's name, photo and nomination form must be submitted to National by **December 1st**.

### **Procedure:**

Award winner is selected by a special committee chaired by the most immediate past president able to serve. Current LCP serves and also appoints 3 REALTOR®/REALTOR-Associate® members and 2 REALTOR®/REALTOR-Associate® alternates. The Committee will distribute a Call for Nominations at meetings, in chapter newsletter, on Website, etc.

### **Suggested Promotion/Recognition:**

National WCR Web Store has a lapel pin and other awards available for purchase by chapters to award to their winners. Local and State Chapters can incorporate awardees into chapter promotion and recognize at awards banquets, in newsletters, on Website, etc. National Women's Council will invite as panelists, article authors, learning labs, etc.

### **Eligible Nominees**

- 1) Must be a REALTOR® or REALTOR-ASSOCIATE® member of National WOMEN'S COUNCIL OF REALTORS® for minimum of one year.
- 2) Should have been a REALTOR® or REALTOR-ASSOCIATE® for a minimum of one year.

### **Award Kit with Forms Is Available**

An award kit is available for the chapter to customize. It contains a nomination form, a press release and a list of ways the winner's expertise can be used to create member value and raise chapter visibility, all located at wcr.org. (Log in, which action takes you to the Member Center, then click on Chapter Tools in the left-hand navigation bar. *Sample Entrepreneur of the Year Award* is located toward the bottom of the page.)

### **Award Criteria:**

The Nominee is asked to describe:

#### **Business Accomplishments (Weighting: 50%)**

- 1) A recent business initiative that yielded outstanding business results.
- 2) How they are doing business differently from 5 years ago and what benefits this had yielded.
- 3) What recommendations they would make to someone new to the profession.

#### **Mentoring (Weighting 15%)**

How has the Applicant served as a mentor to others?

#### **Leadership (Weighting 10%)**

A list (with dates) of Local, State and National Leadership positions held.

#### **Involvement in the Business Community and/or Politics (Weighting 10%)**

Business community involvement, membership in professional organizations, public offices held/campaigned for.

#### **Production (Weighting 5%)**

For Sales Agents: Annual Production in sales or volume.

For Brokers/Owners/Managers: Number of units sold or number of sales agents managed.

#### **Education (Weighting 5%)**

Degrees or Professional education (with dates)

#### **Career Achievements (Weighting 5%)**

Outstanding accomplishments in their career or special recognition received.