

# CENTURY 21 Awards Criteria – 2015



The CENTURY 21® Awards & Recognition Program recognizes and rewards the exceptional achievements of CENTURY System members through a variety of awards. These accomplishments help set the standard for sales performance and service throughout the CENTURY 21 System and the real estate industry.

Criteria are adjusted annually based on sales trends to ensure the most equitable standards for measuring and recognizing the outstanding work of CENTURY 21 sales professionals.

## Awards based on Gross Closed Commissions (GCC\*) and Award Units\*\*

Masters Silver	Minimum \$80,000 GCC or 21 award units
Masters Ruby	Minimum \$117,000 GCC or 32 award units
Masters Emerald	Minimum \$153,000 GCC or 43 award units
Masters Diamond	Minimum \$189,000 GCC or 54 award units
CENTURION® Producer	Minimum \$225,000 GCC or 65 award units
DOUBLE CENTURION Producer	Minimum \$450,000 GCC or 130 award units
GRAND CENTURION Producer	Minimum \$675,000 GCC or 195 award units
Top 75 Individuals By Production	Ranked #1 - #75 based on year-to-date GCC in Canada
Top 75 Individuals By Units	Ranked #1 - #75 based on year-to-date award units in Canada
Masters Hall of Fame	CENTURION Producer for seven of ten consecutive years
10 - Year CENTURION Producer	CENTURION Producer for 10 non-consecutive years
20 - Year CENTURION Producer	CENTURION Producer for 20 non-consecutive years
Masters Team	Minimum \$234,000 GCC or 65 award units
CENTURION Team	Minimum \$317,000 GCC or 98 award units
DOUBLE CENTURION Team	Minimum \$634,000 GCC or 196 award units
GRAND CENTURION Team	Minimum \$951,000 GCC or 294 award units
Top 21 Teams by Production	Ranked #1 - #21 based on year-to-date GCC in Canada
Top 21 Teams by Units	Ranked #1 - #21 based on year-to-date award units in Canada

## Awards based on Corporate and Peer recognition

**Long Term Service Award:** Presented annually to System members who are completing 21 years of service with the CENTURY 21 System.

**Sales Associate of the Year:** Presented annually to one System member who has made an exceptional contribution to the CENTURY 21 System in Canada; based on peer nomination.

**Franchisee of the Year:** CENTURY 21 Canada's most prestigious honour, this award recognizes one franchisee who has made an exceptional contribution to the CENTURY 21 organization; based on peer nomination.

**Dick Loughlin International Hall of Fame:** Presented to elite members of the CENTURY 21 System worldwide to recognize dedication and commitment to the brand, consistently high levels of production and extensive community involvement. Eligibility is based on a nomination process conducted by CENTURY 21 Canada and Century 21 Real Estate LLC jointly, and individuals are selected by an independent review panel.

\*GCC - Gross Closed Commissions are defined as commissions paid to the office, generated by any licensed individual within the office, and include both the office's and the individual's share on a closed transaction.

\*\*Award Units - One award unit is defined as one side of a closed sales transaction (either the listing side or the selling side).