

Exhibit A

FLORIDA GULF COAST COMMERCIAL ASSOCIATION OF REALTORS®

2020 OFFICIAL PINNACLE AWARDS APPLICATION

Please type entry form - (no handwritten form will be accepted)

APPLICANT NAME: (As it will appear on plaque): _____

COMPANY NAME: (As it will appear on plaque): _____

PHONE OFFICE: _____

CELL: _____

EMAIL: _____

THERE ARE THREE (3) CATEGORIES OF AWARDS:

* TOP PRODUCER AWARDS * SPECIAL CATEGORIES * DEAL OF THE YEAR SUBMISSIONS

YOU MUST SUBMIT FOR EACH CATEGORY YOU WISH TO BE NOMINATED FOR WITH PAYMENT FOR EACH CATEGORY.

FEES: The fee for each Application is \$50.00. An additional fee of \$25.00 per application is due if applicant enters for any of the Special Categories and/or Deal of the Year.

TOTAL FEE CALCULATOR – payment due at time of nomination

Application Fee	\$50	\$ _____	(one fee per applicant)
Special Category	\$25	\$ _____	
Deal of the Year	\$25	\$ _____	
Awards Banquet	\$55	\$ _____	x _____ (number of attendees)
Virtual Attendee	\$25	\$ _____	(includes gift package)
TOTAL DUE =		\$ _____	

Email your application form to sue@fernmanagement.com or call for assistance on 727-939-4227.

1) ALL PINNACLE AWARD APPLICANTS (from which TOP PRODUCER awards will be selected).

DIVISION:

NATIONAL:

REGIONAL:

CATEGORY

VOLUME

(Should match Column I on Exhibit D spreadsheet) attach Exhibit D–Summary of Transactions, and carry total of Column I, below, in the appropriate category)

Industrial Brokerage	\$ _____
Investment Property Sales	\$ _____
Land Sales	\$ _____
Office Brokerage	\$ _____
Retail Brokerage	\$ _____
General Brokerage ***	\$ _____

TOTAL VOLUME in \$\$\$

*** GENERAL BROKERAGE

To qualify for General Brokerage, a member must submit transactions in a minimum of three (3) categories (Industrial – Investment – Land – Office – Retail) see Exhibit “D”. The applicant must fill-in each transaction in the appropriate tabbed Category and cannot designate his/her transactions simply as “General Brokerage”.

2) SPECIAL CATEGORIES

Place a check mark against each category for which you are putting in a nomination form:

- _____ **MOST # OF TRANSACTIONS** - enter # of "Primary" Transactions: _____
- _____ **ROOKIE OF THE YEAR** - enter License Issuance Date: _____
- _____ **MEMBER TO MEMBER DEAL OF THE YEAR** – *A minimum 500-word narrative from both Parties involved in the deal required. All FGCAR and Alliance Members eligible.*
- _____ **HEARTBREAKER DEAL OF THE YEAR** – complete narrative.
- _____ **BROKERAGE COMPANY OF THE YEAR:** This Brokerage Company Award shall go to a FGCAR brokerage firm in recognition of superior brokerage leadership, education, ethics, deal volume and commitment to the Tampa Bay community. All applicants should provide a written narrative on why the firm should be recognized as the Brokerage Firm of the Year. Narratives shall not exceed one (1) page.

3) DEAL OF THE YEAR SUBMISSION – Complete and attach appropriate form for each category checked on the list below:

- Industrial**
- Investment**
- Land**
- Office**
- Retail**

*All submittals for Deal of the Year are eligible for Overall Deal of the Year chosen by a Special Awards Committee. Overall Deal of the Year award will be judged by a sub-committee of senior members of the FGCAR membership in a blind evaluation of the deal.

IMPORTANT INFORMATION REQUIRED

CONFIRMATION FROM FGCAR IS REQUIRED. Should you not receive confirmation of submittal within 3 business days, please contact the FGCAR office to verify that submittal was received. The Awards Committee and FGCAR staff are not responsible for any submission not received if a confirmation code for each submission was not received by the applicant.

NAME MUST BE ON APPLICATION AND ALL SHEETS. Ensure that you add your name to every entry in clear print. It is the responsibility of every entrant to ensure their name is clearly shown on all entry forms. Any application without a name clearly shown will not be included in the Awards judging process.

ALL NOMINATIONS MUST BE APPROVED WITH A SIGNATURE OF THE DESIGNATED BROKER OR A SENIOR MANAGER WITHIN THE ORGANIZATION OR COMPANY MAKING THE APPLICATION SUBMITTAL. THE PERSON SIGNING THIS APPLICATION IS FULLY ENDOSING AND AFFIRMING ALL INFORMATION IS CORRECT AND ACCURATE.

NO HANDWRITTEN DOCUMENTS. ONLY TYPED DOCUMENTS WILL BE ACCEPTED.

Exhibit B

FLORIDA GULFCOAST COMMERCIAL ASSOCIATION OF REALTORS[®]

2020 OFFICIAL PINNACLE AWARDS APPLICATION

LETTER OF CERTIFICATION

I, _____, **Applicant**, hereby affirm that I have read the Rules and Regulations of the 2020 PINNACLE AWARDS of FGCR, and hereby make application for award(s).

In order that this Application be considered, I hereby represent that I, personally, handled from January 1, 2020 to December 31, 2020, the real estate transactions described on the attached forms (which include the Letter of Certification of Previous Designated Broker, if applicable) and that said transactions qualify for PINNACLE AWARDS as described in said Rules and Regulations.

This _____ day of _____, 2021.

SIGNATURE OF APPLICANT: _____

I, _____, **Applicant's Designated Broker**, affirm that I have read the Rules and Regulations of the PINNACLE AWARDS of FGCR, and I have read and reviewed the application and represent that it is true and correct and that the Applicant has met all of the qualifications for admission in the PINNACLE AWARDS as set forth in said Rules and Regulations. I also affirm that all of the herein information is in accordance with our company records (except for information that is included in the attached Letter of Certification for the Applicant's previous Designated Broker, if applicable), and that there were no cooperating agents except as shown herein either in or out of our office, and that a real estate commission or lease compensation was paid in accordance with said Rules and Regulations. I understand that, should there be any misrepresentation in form and/or content of the herein application, other than typographical or mathematical mistakes, the herein application shall be automatically disqualified and the Applicant and I will be reported to the Ethics and Professional Standards Committee of the Florida Gulfcoast Commercial Association of REALTORS[®] for appropriate disciplinary action.

This _____ day of _____, 2021.

SIGNATURE OF DESIGNATED BROKER:

By: _____

Printed name of Designated Broker

Exhibit C

FLORIDA GULFCOAST COMMERCIAL ASSOCIATION OF REALTORS ®

2020 OFFICIAL PINNACLE AWARDS APPLICATION

LETTER OF CERTIFICATION

FROM PREVIOUS DESIGNATED BROKER

APPLICANT:

I, _____, **Applicant's previous Designated Broker**, affirm

that I have read the Rules and Regulations of the PINNACLE AWARDS of FGCAR. I also affirm that all of the herein information as set forth in the Transaction Form attached hereto, is in accordance with our company records, and that there were no cooperating agents except as shown herein either in or out of our office, and that a real estate commission or lease compensation was paid in accordance with said Rules and Regulations. I understand that, should there be any misrepresentation in form and/or content of the herein application, other than typographical or mathematical mistakes, the herein application shall be automatically disqualified and the Applicant and I will be reported to the Ethics and Professional Standards Committee of the Florida Gulfcoast Commercial Association of REALTORS ® for appropriate disciplinary action.

This _____ day of _____, 2021

SIGNATURE OF PREVIOUS DESIGNATED BROKER:

Printed name of previous Designated Broker:

Exhibit D - Instructions

FLORIDA GULFCOAST COMMERCIAL ASSOCIATION OF REALTORS[®]

2020 OFFICIAL PINNACLE AWARDS APPLICATION

SUMMARY OF TRANSACTIONS

INSTRUCTIONS FOR COMPLETING FORM:

PLEASE NOTE THE TABS AT THE BOTTOM OF THE PAGE INDICATING THE CATEGORIES (INDUSTRIAL - INVESTMENT - LAND- OFFICE - RETAIL) AND FILL-IN ACCORDINGLY.

- + COLUMN A – Number the transactions.
- + COLUMN B – Indicate closing date of transaction (must be Year 2020 to be eligible)
- + COLUMN C – Indicate the property’s full address (# - street – City, State, Zip)
- + COLUMN D – Indicate Seller/Buyer or Landlord/Tenant’s names.
 Abbreviation or last names are acceptable with a backslash (/) in between (see example below).
- + COLUMN E – Write “S” or “L” to indicate whether Sale or Lease transaction.
- + COLUMN F – If Co-brokerage transaction, indicate name of Co-Broker and firm.
- + COLUMN G – Indicate Total Dollar value of entire transaction/deal.
- + COLUMN H – Indicate the percentage of your side of the deal
 Example: if you are the only agent, put 100%. If you co-brokered the deal 50-50, put 50%.
 If the transaction was a 3-way deal of equal %, write 33%, etc.
- + COLUMN I – Should indicate Dollar value basis for your commission, as follows:

TOTAL GROSS DOLLAR VALUE

Less Co-broker splits (if any)
 Less Referral fees (if any)
 LESS Personal ownership (if applicable)
 EQUALS..... The dollar value upon which your personal commission was based.

+ The form will total all transactions by Specialty.

TRANSFER THE TOTALS from COLUMN I “Dollar Value Basis for Your Commission” to Exhibit A, (Official Awards Application Form, in the appropriate category). For General Brokerage or Special Purpose Properties, see Rules and Regulations, Section IV Award Categories.

EXAMPLES for EXHIBIT D – SUMMARY OF TRANSACTIONS:

Example 1 - You were involved in a \$100,000 deal where Smith sold an office building to Jones in March of 2018, and there was a co-brokerage with Jackson and no referral fees.

Example 2 - You were involved in a \$250,000.00 office lease transaction between Johnson and Doe and you were the only agent involved.

A	B	C	D	E	F	G	H	I
#	CLOSING DATE	FULL PROPERTY ADDRESS	SELLER/BUYER OR	S (Sale) L	NAME OF CO-BROKER /FIRM (if applicable)	TOTAL DOLLAR VALUE OF DEAL	YOUR % DEAL	\$ VALUE BASIS FOR YOUR COMMISSION
	1	3/4/2018	123 N Main St. Tampa 33602	SMITH/JONES	S	Jim Jackson/ABC Realty		\$100,000
2	6/1/2018	321 “A” St. Plant City 33563	JOHNSON /DOE	L	N/A	\$250,000	100%	\$250,000.00

Exhibit E

FLORIDA GULFCOAST COMMERCIAL ASSOCIATION OF REALTORS®

2020 OFFICIAL PINNACLE AWARDS APPLICATION

DEAL OF THE YEAR ENTRY FORM:

Indicate your Deal of the Year submittal in the box below for the following categories:

INDUSTRIAL - LAND - INVESTMENT - OFFICE - RETAIL

REFER TO PRINCIPALS AS "BUYER" OR "TENANT" AND "SELLER" OR "LANDLORD" ETC. IN PLACE OF ACTUAL NAMES. Please feel free to add to any sections by attaching an addendum that refers by number to the item upon which you are expounding or add any documents or exhibit which will enhance your entry but try to limit it to a reasonable number of pages since every document is reviewed by the Pinnacles Process Committee.

1. YOU REPRESENTED THE ___ BUYER ___ SELLER ___ TRANSACTION BROKER
2. FROM THE START OF THE DEAL TO CLOSING, THE DEAL LASTED _____ MONTHS.

3. DESCRIBE THE DEAL IN TERMS OF SIZE, TIME FRAMES, TERMS OR CONDITIONS.
IF INVESTMENT ENTRY: ANTICIPATED FINANCIAL RETURN (above/below market) AND MARKET PRESENCE. IF LAND ENTRY, DESCRIBE THE LAND PARCEL WITH LIST PRICE, SALES PRICE, PHYSICAL DESCRIPTION, LAND USE, ZONING, TAX RECORDS, WETLANDS, ACCESS AND ANY OTHER CHARACTERISTICS:

4. DESCRIBE HOW YOU UNCOVERED/RECEIVED THE REQUIREMENT (I.E. COLD CALL, TELEPHONE INQUIRY, WALK-IN, PRIOR RELATIONSHIP, INTERNAL OR EXTERNAL COMPANY REFERRAL, ETC.):

5. DESCRIBE THE SCOPE OF THE ASSIGNMENT. WERE THERE ANY UNUSUAL CIRCUMSTANCES OR CONDITIONS REQUIRED IN ORDER TO MAKE THE DEAL? DESCRIBE THE NOMINEE'S RESPONSIBILITIES: IF LAND ENTRY: WERE YOU REQUIRED TO ASSIST IN A CHANGE OF LAND USE, ZONING APPLICATION, SITE PLAN APPROVAL OR SIMILAR PROCESS TO MAKE THE SALE A SUCCESS? IF SO, PLEASE DESCRIBE YOUR ROLE:

EXHIBIT E — Continued

6. DESCRIBE ANY SPECIAL OR EXTRAORDINARY REQUIREMENTS OF THE LANDLORD (SELLER) OR TENANT (BUYER) AND YOUR ACTIONS TO ADDRESS THESE ISSUES.

7. DESCRIBE THE AGENCY RELATIONSHIP, AND TO THE EXTENT YOU CAN, THE BUYER'S AND SELLER'S MOTIVATION:

8. DESCRIBE THE CHALLENGES, ISSUES AND PROBLEMS ENCOUNTERED IN THE PROCESS OF LISTING, SELLING AND CLOSING OF THE SALE AND HOW THEY WERE OVERCOME, SOLVED OR RESOLVED:

9. DESCRIBE ANYTHING ABOUT THE TRANSACTION THAT RESULTED IN ADDITIONAL OR UNUSUAL BENEFITS TO THE COMMUNITY, I.E NEW OR ADDITIONAL EMPLOYMENT, SAVING EXISTING JOBS, ETC.:

10. WERE THERE ANY TAX CONSIDERATIONS, 1031 TAX DEFERRED EXCHANGE, TAX CONSULTANTS, ETC. THAT HAD AN IMPACT ON THE DEAL?

11. WAS FINDING FINANCING A COMPONENT OF THIS DEAL? WERE YOU INVOLVED AND HOW: DESCRIBE IF APPLICABLE:

12. DESCRIBE YOUR EFFORTS IN SUPPLYING MARKET DATA TO VALIDATE THE UNDERWRITING PROCESS:

EXHIBIT E – Continued

13. DESCRIBE YOUR EFFORTS IN SUMMARIZING LEASES AND EVALUATING TENANT RETENTION AND RENEWAL PROSPECTS:

14. WHAT WAS YOUR ROLE IN THE CLOSING PROCESS?
DESCRIBE:

15. WERE YOU INVOLVED IN POST-CLOSING TRANSITION ACTIVITIES? YES NO DESCRIBE:

16. WHICH OF THE FOLLOWING BEST DESCRIBES YOUR ROLE IN ACTUAL NEGOTIATIONS BETWEEN BUYER AND SELLER?

- | | |
|--|---|
| <input type="checkbox"/> Primary Negotiator | <input type="checkbox"/> Supportive Role to Principal |
| <input type="checkbox"/> Communications Facilitator | <input type="checkbox"/> Part of a larger Negotiating Team |
| <input type="checkbox"/> Behind the Scene Strategy Preparation | <input type="checkbox"/> Not involved in actual Negotiation |
| <input type="checkbox"/> Other | |

EXPLAIN YOUR ROLE:

17. GENERALLY, BESIDES COMPLETING A SUCCESSFUL TRANSACTION, WHY DOES THIS DEAL EXEMPLIFY THE HIGHEST LEVEL OF CLIENT SERVICE AND SUPERIOR BROKERAGE SKILLS?

18. PLEASE ADD ANY FURTHER INFORMATION CONCERNING YOUR INVOLVEMENT IN THIS DEAL THAT IS NOT COVERED ABOVE:

EXHIBIT E – Continued

BY SIGNING BELOW, YOU ATTEST TO THE ACCURACY OF THE ABOVE INFORMATION.

APPLICANT(S): _____ DATE: _____

Print Name: _____

DESIGNATED BROKER: BY SIGNING BELOW, YOU ATTEST TO THE ACCURACY OF THE ABOVE INFORMATION PROVIDED BY YOUR APPLICANT.

DESIGNATED BROKER: _____

PRINT NAME: _____ DATE: _____

COMPANY: _____

Exhibit F

FLORIDA GULF COAST COMMERCIAL ASSOCIATION OF REALTORS®

2020 OFFICIAL PINNACLE AWARDS APPLICATION

HEARTBREAKER DEAL OF THE YEAR ENTRY FORM

A complete and detailed narrative of at least 250 words is required.

REFER TO PRINCIPALS AS "BUYER", "SELLER", ETC. IN PLACE OF ACTUAL NAMES. (Please feel free to add to any sections by attaching an addendum that refers by number to the item upon which you are expounding or add any documents or exhibit which will enhance your entry) but try to limit it to a reasonable number of pages since every document is reviewed by the Pinnacles Process Committee.

1. YOU REPRESENTED THE ____ BUYER/TENANT ____ SELLER/LANDLORD.

2. FROM THE START OF THE DEAL TO ITS FAILURE TO CLOSE, THE DEAL LASTED ____ MONTHS.

3. DESCRIBE THE DEAL IN TERMS OF SIZE, TIME FRAMES, TERMS OR CONDITIONS, ETC.

4. DESCRIBE HOW YOU UNCOVERED/RECEIVED THE REQUIREMENTS (I.E. COLD CALL, TELEPHONE INQUIRY, WALK-IN, PRIOR RELATIONSHIP, INTERNAL/EXTERNAL COMPANY REFERRAL, ETC.):

5. DESCRIBE THE SCOPE OF THE ASSIGNMENT. WERE THERE ANY UNUSUAL CIRCUMSTANCES OR CONDITIONS REQUIRED IN ORDER TO MAKE THE DEAL? DESCRIBE THE NOMINEE'S RESPONSIBILITIES.

6. DESCRIBE ANY SPECIAL OR EXTRAORDINARY REQUIREMENTS OF THE SELLER (LANDLORD) OR BUYER (TENANT) AND YOUR ACTIONS TO ADDRESS THESE ISSUES:

7. DESCRIBE THE CIRCUMSTANCES THAT CAUSED THIS DEAL TO FAIL TO CLOSE:

EXHIBIT F – Continued

8. WHAT MIGHT YOU HAVE DONE DIFFERENTLY THAT COULD HAVE CHANGED THE OUTCOME?

9. PLEASE ADD ANY FURTHER INFORMATION CONCERNING YOUR INVOLVEMENT IN THIS DEAL THAT IS NOT COVERED ABOVE:

BY SIGNING BELOW, YOU ATTEST TO THE ACCURACY OF THE ABOVE INFORMATION.

APPLICANT(S): _____ DATE: _____

PRINT NAME: _____

DESIGNATED BROKER:

BY SIGNING BELOW, YOU ATTEST TO THE ACCURACY OF THE ABOVE INFORMATION PROVIDED BY YOUR APPLICANT.

DESIGNATED BROKER: _____ DATE: _____

PRINT NAME: _____

COMPANY: _____

Exhibit H

FLORIDA GULFCOAST COMMERCIAL ASSOCIATION OF REALTORS®

2020 OFFICIAL PINNACLE AWARDS APPLICATION

MEMBER-TO-MEMBER DEAL OF THE YEAR ENTRY FORM

Open to all Broker and Alliance Members – A complete and detailed narrative of at least 250 words is required from both parties involved in the deal.

MEMBER #1 who represented Seller/Landlord: NAME: _____

MEMBER #2 who represented Buyer/Tenant: NAME: _____

BRIEF DESCRIPTION OF THE PROPERTY:

BRIEF DESCRIPTION OF THE COOPERATION AND HOW IT RESULTED IN A CLOSED TRANSACTION:

EXHIBIT H Continued

DOLLAR VALUE OF THE DEAL: \$ _____

BY SIGNING BELOW, YOU ATTEST TO THE ACCURACY OF THE ABOVE INFORMATION.

FGCAR/FGCAREP MEMBER #1: _____ DATE: _____

Print Name: _____

DESIGNATED BROKER #1:

BY SIGNING BELOW, YOU ATTEST TO THE ACCURACY OF THE ABOVE INFORMATION PROVIDED BY YOUR APPLICANT.

DESIGNATED BROKER: _____ DATE: _____

PRINT NAME: _____

COMPANY: _____

FGCAR/FGCAREP MEMBER #2: _____ DATE: _____

PRINT NAME: _____

DESIGNATED BROKER #2: Print Name: _____

BY SIGNING BELOW, YOU ATTEST TO THE ACCURACY OF THE ABOVE INFORMATION PROVIDED BY YOUR APPLICANT.

DESIGNATED BROKER: _____ DATE: _____

PRINT NAME: _____

COMPANY: _____

**FLORIDA GULFCOAST COMMERCIAL ASSOCIATION OF REALTORS®
2020 OFFICIAL PINNACLE AWARDS APPLICATION**

ROOKIE OF THE YEAR AWARD

An applicant who holds a license for two (2) calendar years or less as of December 31, 2020, may submit his/her volume for consideration as Top Producer Rookie of the Year. The applicant must abide by all the FGCAR member Pinnacle Awards rules and can only be named Top Producer Rookie of the Year one time. No minimum Dollar volume shall apply.

(Complete on page 2)

MOST NUMBER OF TRANSACTIONS AWARD

Chosen from the applicants, an award will be given for the greatest number of closed transactions where the applicant was the PRIMARY agent with 50% or more involvement.

(Complete on page 2)

BY SIGNING BELOW, YOU ATTEST TO THE ACCURACY OF THE INFORMATION PROVIDED IN THE DEAL SPREADSHEET.

APPLICANT(S): _____ DATE: _____

PRINT NAME: _____

DESIGNATED BROKER:

BY SIGNING BELOW, YOU ATTEST TO THE ACCURACY OF THE ABOVE INFORMATION PROVIDED BY YOUR APPLICANT.

DESIGNATED BROKER: _____ DATE: _____

PRINT NAME: _____

COMPANY: _____

FLORIDA GULF COAST COMMERCIAL ASSOCIATION OF REALTORS®

2020 OFFICIAL PINNACLE AWARDS APPLICATION

BROKERAGE COMPANY OF THE YEAR

This award shall go to a FGCAR brokerage firm in recognition of superior brokerage leadership, education, ethics, deal volume and commitment to the Tampa Bay community. All applicants should provide a written narrative on why the firm should be recognized as the Brokerage Firm of the Year. **Narratives shall not exceed one (1) page or 500 words.**

NARRATIVE:

APPLICANT:

BY SIGNING BELOW, YOU ATTEST TO THE ACCURACY OF THE INFORMATION PROVIDED IN THE NARRATIVE ABOVE.

APPLICANT(S): _____ DATE: _____

Print Name: _____

DESIGNATED BROKER:

BY SIGNING BELOW, YOU ATTEST TO THE ACCURACY OF THE ABOVE INFORMATION PROVIDED BY YOUR APPLICANT.

DESIGNATED BROKER: _____ DATE: _____

Print Name: _____

COMPANY: _____