Stand up and be recognised for your contribution and professionalism!
Entries open online from Thursday 1 June 2017.

Award Categories

- Residential Rising Star of the Year - Highest Gross Commission
- Residential Salesperson of the Year - Highest Volume (Unconditional sold units)
- Residential Salesperson of the Year - Highest Gross Commission
- Business Broker Rising Star of the Year
- Business Broker Salesperson of the Year
- Commercial & Industrial Rising Star of the Year
- Commercial & Industrial Salesperson of the Year
- Rural Rising Star of the Year
- Rural Salesperson of the Year
- Manager of the Year
- Office Administrator of the Year
- Personal Assistant (non-selling) of the Year
- Small Residential Office of the Year - Highest Volume (Unconditional sold units)
- Small Residential Office of the Year - Highest Gross Commission
- Medium Residential Office of the Year - Highest Volume (Unconditional sold units)
- Medium Residential Office of the Year - Highest Gross Commission
- Large Residential Office of the Year - Highest Volume (Unconditional sold units)
- Large Residential Office of the Year - Highest Gross Commission
- Small Business Broking Office of the Year
- Medium Business Broking Office of the Year
- Large Business Broking Office of the Year
- Small Commercial & Industrial Office of the Year
- Medium Commercial & Industrial Office of the Year
- Large Commercial & Industrial Office of the Year
- Small Rural Office of the Year
- Medium Rural Office of the Year
- Large Rural Office of the Year
- Small Agency of the Year - All Disciplines
- Medium Agency of the Year - All Disciplines
- Large Agency of the Year - All Disciplines
Important Dates

The Award period is 1 April 2016 - 31 March 2017
Entries close 5:00pm, Monday 31 July 2017
Entries, bios, photo and logo to be received by 5:00pm, Monday 31 July 2017
Awards for Excellence Cocktail Function Tickets to be purchased by 5:00pm, Friday 18 August 2017
Awards for Excellence Cocktail Function, Auckland Museum 6:00pm, Friday 25 August 2017

Please ensure you take time to carefully read the General Terms & Conditions and the Judging Criteria before completing your entry.

Submitting Your Award Entry
Entries are to be completed via the online portal at www.awards.reinz.co.nz
Please ensure you have all required information to complete your entry.

Announcement of Winners and Runners Up
Winners and runners up will be announced at the Real Estate Institute of New Zealand Awards for Excellence Cocktail Function on Friday 25 August 2017, 6:00pm - 8:30pm, Auckland Museum, The Auckland Domain, Parnell, Auckland 1010.

Dress Code
Smart / Cocktail attire

Tickets
Tickets are $80.00 plus GST per person and should be purchased online by 5:00pm on Friday, 18 August 2017 via www.reinz.co.nz, click on Education Portal, then Events.
Upon completion of your registration and payment, you will receive an automatic confirmation email.
Your printed ticket will be sent to you by mail.
In the event your tickets do not arrive in time, REINZ will have a list of attendees at the venue on the day.
General Terms and Conditions

1. Entrants in each category (agency, office and individuals) must be current REINZ Members at the time that the entry is lodged and at the time of the Awards presentation, entrants must have renewed their membership for the 1 July 2017 to 30 June 2018 period.

2. At the time of the Awards presentation, entrants in any of the individual categories must be working for the office under which they entered the awards.

3. All entrants must be in attendance at the Awards Cocktail Function or ensure that a suitable person is at the event representing them. If not attending in person, the entrant must indicate on their entry, who their representative will be.

4. Entries must include a 1000 character (maximum) biography/profile, photograph, and agency/office logo.

5. No alterations will be permitted to entries after 5:00pm, Monday 31 July 2017. For any alteration requests prior to this cut off, please email awards@reinz.co.nz with your entry reference number.

6. All entries become the property of REINZ on submission. No entries or entry data will be returned; therefore duplicates of your submission(s) should be retained.

7. No responsibility for loss or misdirection of entries will be accepted by REINZ or its representatives.

8. Details provided to REINZ remain confidential and are viewed only by REINZ management and the judges, who are independent directors of REINZ. All materials and information provided will be destroyed three months after judging.

9. REINZ may, at its discretion, combine categories or not present an award if, in the view of the judges, there are insufficient entrants to justify the presentation of an award.

10. The award results will be verified by an Independent Director and the Audit Chairman of REINZ. This ensures that only REINZ Management and Audit Independent Directors are privy to details of the entries submitted.

11. In making their decisions, the judges will take into account any matters which they consider relevant, including the disciplinary history of an entrant as well as any reputational issues which may impact on REINZ, the winner, or the competition.

12. All entrants must provide (where applicable), in electronic format, a list of the transactions that make up the totals stated on the entry form and the revenue and sales figure attributed to each transaction at the time the entry is lodged.

13. The figures provided for any entry may be audited at the discretion of REINZ, and REINZ may, at its discretion, request any additional information it deems necessary to assist in assessing an entry. Failure to provide any requested information will result in disqualification of the entry.

14. If requested by the judges, the agency’s or office’s auditors must provide a letter confirming that the revenues quoted on the entry form are in accordance with the rules as stated. If the company’s accounts are not audited, a copy of the Profit & Loss Account for the company for the year may be requested as part of the entry.

15. The Judges decision is final and no correspondence will be entered into.

16. The criteria for judging is based on highest gross commission for all categories except Residential Salesperson and Residential Office categories which have both a highest gross commission category and a highest volume category. The Manager, Administrator, and Personal Assistant (non-selling) Awards are based on submitted answers to a series of questions.

17. Only unconditional sales between 1 April 2016 and 31 March 2017 are eligible. An unconditional sale is one where all conditions have been satisfied and the member is entitled to, and in respect of which, a commission has been received (that is, paid by the client to the member and if applicable, the licenced salesperson(s)). Note that ancillary revenue or revenue from other services such as consultancy must not be included - totals must be commissions only.

18. An agency or office may enter more than one category, provided that the revenues for each category entered are only those which meet the terms of that category.

19. Entries are encouraged from real estate professionals from around New Zealand, who are members of REINZ.

20. In any case where there is doubt about the interpretation of the terms and conditions of the relevant Award category, REINZ reserves the rights to interpret them in such a way so as to best acheive the principles of fairness and consistency with the other terms and conditions of that Award category.
Rising Star – Salesperson or Office - All Categories
1. An entrant in a Rising Star salesperson category must have worked as a licensed salesperson for a minimum of six months and a maximum of 18 months – the commencement period is from the day their license was first gained.
2. A Rising Star salesperson must work alone – no selling PAs or selling assistants. Administration PAs are allowed.
3. A Rising Stars numbers will be annualised based on their number of licensed months.

Salesperson Awards – General – All Categories
1. Where two or more salespeople are working in partnership and both appear in marketing, the commission generated must be split evenly between the two agents as opposed to being allocated to just one agent.
2. The purpose of these awards is for an individual sales consultant.
3. There is no limit to the number of PAs who may be listing, selling or administrative assistants.
4. The licensed salesperson must be personally responsible for paying the PAs.
5. At the time of the Awards presentation, entrants in any of the individual categories must be working for the office under which they entered the awards.

NOTE Re Lifestyle: Sales of residential properties in rural areas (i.e., ‘lifestyle properties’) will be counted towards entries in the Residential awards as per the following definition:
REINZ defines a Lifestyle block property as being zoned rural, where the primary purpose of the property is residential. While it may have an income generating component, such as an olive grove and a number of livestock, the activity is not a viable economic unit on its own, nor is the property, or activity conducted on the property, GST registered.

Residential Salesperson Highest Volume
1. Where two or more salespeople are working in partnership and both appear in marketing, the units must be split between the agents. One unit for placing a listing that sold. One unit for sale that has been made. Two units if listing and sale made by same sales consultant.
2. The purpose of these awards is for an individual sales consultant.
3. There is no limit to the number of PAs who may be listing, selling or administrative assistants.
4. The licensed salesperson must be personally responsible for paying the PAs.
5. At the time of the Awards presentation, entrants in any of the individual categories must be working for the office under which they entered the awards.

Manager of the Year – Judging Criteria
This is an individual award that is open to any manager working within a real estate office and is based on the period from 1 April 2016 – 31 March 2017. The entrant must be nominated, and entry signed off, by a Principal or Director. A detailed submission is to be provided (1000 characters maximum per question) that answers the questions below. Please complete your answers via the online entry portal, open from Thursday 1 June 2017.
The Principal or Director must submit a detailed submission that answers/addresses the points below:
1. How have they raised the business performance of your office?
1a. Please quantify by stating the percentage increase in sales revenue and market share over the competition period.
2. What sets them apart from other managers – what makes them unique?
3. What steps did they undertake during the competition period to improve their managerial capabilities, and how did that positively impact on the office where they work?
4. What was their greatest achievement as a manager during the competition period?
5. With the growing dependence of information technology within the real estate industry, how did they utilise their skills in this area to improve the service and consistency of their office?
Office Administrator of the Year – Judging Criteria
This is an individual award that is open to any office administrator working within a real estate office and is based on the period from 1 April 2016 - 31 March 2017. The entry must be submitted by the manager or principal of the nominee. The manager or principal must submit a detailed submission (1000 characters maximum per question) that answers the questions below: Please complete your answers via the online portal, open from Thursday 1 June 2017.

1. How has the nominee contributed to the operational, financial and business performance of your office through effective administration?
2. What sets the nominee apart from other office administrators – what makes them unique?
3. What steps did the nominee undertake during the competition period to improve your office administration capabilities, and how did that positively impact on the office where you work?
4. How does the nominee help enhance teamwork at your office?
5. What was the nominee’s greatest achievement as an office administrator during the competition period?
6. With the growing dependence on information technology within the real estate industry, how did the nominee utilise their skills in this area to improve the service and consistency of your office or branch?

Personal Assistant (Non Selling) of the Year – Judging Criteria
This is an individual award that is open to any non-selling Personal Assistant working for a sales consultant, working within a real estate office and is based on the period from 1 April 2016 - 31 March 2017. The entry must be submitted by the manager or principal of the nominee. The manager or principal must submit a detailed submission (100 words maximum per question) that answers the questions below: Please complete your answers via the online portal, open from Thursday 1 June 2017.

1. How has the nominee contributed to the business performance of the salespeople you support?
2. What sets the nominee apart from other Personal Assistants (Sales) – what makes them unique?
3. What steps did the nominee undertake during the competition period to improve their Personal Assistant capabilities, and how did that positively impact on the office where you work?
4. What was the nominee’s greatest achievement as a personal assistant during the competition period?
5. With the growing dependence on information technology within the real estate industry, how did the nominee utilise their skills in this area to improve the service and consistency of your office?
6. How have they raised the business performance of your office?
6a. Please quantify by stating the percentage increase in sales revenue and market share over the competition period.

Residential Office Awards
1. Revenue totals must include commission from sales only. Revenue from other business streams such as property management must not be included. Totals are taken from when the money is released from the trust account. There are three categories for the Residential Office Award:
   a. A small residential office is 10 actively selling licensees or less. Revenue totals must be generated from a single location only.
   b. A medium residential office is 11 to 20 actively selling licensees. Revenue totals must be generated from a single location only.
   c. A large residential office is 21 or more actively selling licensees. Revenue totals must be generated from a single location only.
2. The office is defined as a single legal entity. The revenue from multiple legal entities, even if the parent owns 100% of the shareholding in the subsidiaries, and all companies operate from the same site, may not be combined.
3. The office is defined as a single physical location.
Rural Awards – Office & Salesperson
1. Revenue totals for both Rural Salesperson and Rural Office must include commission from sales of non-residential property only. Totals are taken from when the money is released from the trust account. Rural Awards do not include lifestyle properties, unless GST registered, and GST registered business is being conducted on the property. There are three categories for the Rural Office Award:
   a. A small rural office is five actively selling licensees or less. Revenue totals must be generated from a single location only.
   b. A medium rural office is six to nine actively selling licensees. Revenue totals must be generated from a single location only.
   c. A large rural office is 10 or more actively selling licensees. Revenue totals must be generated from a single location only.
2. The office is defined as a single legal entity. The revenue from multiple legal entities, even if the parent owns 100% of the shareholding in the subsidiaries, and all companies operate from the same site, may not be combined. Totals are taken from when the money is released from the trust account.
3. The office is defined as a single physical location.

Business Broking Office
1. There are three categories for the Business Broking Office award:
   a. A small office is 10 actively selling licensees or less. Revenue totals must be generated from a single location only.
   b. A medium office is 11 to 19 actively selling licensees. Revenue totals must be generated from a single location only.
   c. A large office is 20 or more actively selling licensees. Revenue totals must be generated from a single location only.
2. An office is defined as a single legal entity. The revenue from multiple legal entities, even where the parent owns 100% of the shareholding in the subsidiaries, and the entities work from the same site, may not be combined. Totals are taken from when the money is released from the trust account.
3. The office is defined as a single physical location.
4. Business Broking entrants (individual and agency) may include commissions on the sale of businesses only.
5. Entrants for the Business Broking categories are required to provide with their entry, a certificate signed by their auditor confirming that the totals stated in their entry form have been calculated in accordance with these requirements. This information must be provided in addition to the information requested at point 2.
6. REINZ may, at its discretion, request any additional information it deems necessary to validate the data provided, including details of the transactions included in the totals.
Commercial & Industrial Office Awards

1. There are three categories for the Commercial & Industrial Office award:
   a. A small office is 10 actively selling licensees or less. Revenue totals must be generated from a single location only.
   b. A medium office is 11 to 25 actively selling licensees. Revenue totals must be generated from a single location only.
   c. A large office is 26 or more actively selling licensees. Revenue totals must be generated from a single location only.

2. An office is defined as a single legal entity. The revenue from multiple legal entities, even where the parent owns 100% of the shareholding in the subsidiaries, and the entities work from the same site, may not be combined. Entrants for the Commercial Awards (individual and office) may include in their revenue totals, commission earned in respect of the following types of transactions:
   a. Sales of land and buildings zoned commercial, industrial or mixed use. The latter category does not allow for the inclusion of sales of residential dwellings in a mixed use housing development.
   b. Leasing of properties to which the Residential Tenancies Act does not apply.

3. Totals are taken from when the money is released from the trust account.

4. Commissions from the marketing of residential properties may not be included in the totals for a Commercial entrant; nor may commissions or revenues for property management or for other ancillary services such as consulting.

5. Entrants for the Commercial categories are required to provide with their entry a certificate signed by their auditor confirming that the totals stated in their entry form have been calculated in accordance with these requirements. This information must be provided in addition to the information requested at point 2.

6. REINZ may, at its discretion, request any additional information it deems necessary to validate the data provided, including details of the transactions included in the totals.

7. The office is defined as a single physical location.

Agency - All Disciplines

1. There are three categories for the Agency award:
   a. Small Agency: Four offices or less – one individual brand
   b. Medium Agency: Five to 20 offices – one individual brand
   c. Large Agency: 21 or more offices – one individual brand

2. Entries must be from one legal entity only – that is, XYZ Limited – and excludes the income of subsidiaries, whether 100% owned or otherwise.

3. Entrant companies must be a licensed real estate agency and a member of REINZ.

4. The awards are based on the total revenue of sales commission and management fees and excluding valuation fees, marketing and consultancy fees.

5. The company’s auditors must provide a letter confirming that the revenues quoted on the entry form are in accordance with the rules as stated.

6. All types of real estate revenue may be included, including revenues generated from sales of residential (including residential project marketing), rural, business and commercial property, plus property management related revenues such as commercial leasing, commercial & residential property management but excluding Vendor advertising contributions.
Stand up and be recognised for your contribution and professionalism!
Entries open online from Thursday 1 June 2017.

Award Categories
• Residential Property Management Business Development Manager of the Year
• Residential Property Manager Rising Star of the Year
• Residential Property Manager of the Year
• Small Residential Property Management Office of the Year
• Medium Residential Property Management Office of the Year
• Large Residential Property Management Office of the Year
• Support Person of the Year

Important Dates
The Award period is 1 April 2016 - 31 March 2017
Entries close 5:00pm, Monday 31 July 2017
Entries, bios, photo and logo to be received by 5:00pm, Monday 31 July 2017
Awards for Excellence Cocktail Function Tickets to be purchased by 5:00pm, Friday 18 August 2017
Awards for Excellence Cocktail Function, Auckland Museum 6:00pm, Friday 25 August 2017

Please ensure you take time to carefully read the General Terms & Conditions and the Judging Criteria before completing your entry.

Submitting Your Award Entry
Entries are to be completed via the online portal at www.awards.reinz.co.nz
Please ensure you have all required information to complete your entry.

Announcement of Winners and Runners Up
Winners and runners up will be announced at the Real Estate Institute of New Zealand Awards for Excellence Cocktail Function on Friday 25 August 2017, 6:00pm - 8:30pm, Auckland Museum, The Auckland Domain, Parnell, Auckland 1010.

Dress Code
Smart / Cocktail attire

Tickets
Tickets are $80.00 plus GST per person and should be purchased online by 5:00pm on Friday, 18 August 2017 via www.reinz.co.nz, click on Education Portal, then Events.
Upon completion of your registration and payment, you will receive an automatic confirmation email.
Your printed ticket will be sent to you by mail.
In the event your tickets do not arrive in time, REINZ will have a door list of attendees at the venue on the day.
General Terms and Conditions

1. Entrants in each category (agency, office and individuals) must be current REINZ Members at the time that the entry is lodged and at the time of the Awards presentation, entrants must have renewed their membership for the 1 July 2017 to 30 June 2018 period.

2. At the time of the Awards presentation entrants in any of the individual categories must be working for the office under which they entered the awards.

3. All entrants must be in attendance at the Awards for Excellence cocktail function or ensure that a suitable person is at the event representing them. Please note on the entry form, the name of the award applicant’s representative at the Awards For Excellence cocktail function.

4. Entries must include a 1000 character maximum biography/profile, photograph and agency/office logo.

5. No alterations will be permitted to entries after 5:00pm, Monday 31 July 2017. For any alteration requests prior to this date, please email awards@reinz.co.nz with your entry reference number.

6. All entries become the property of REINZ on submission. No entries will be returned; therefore duplicates of all original material should be retained.

7. No responsibility for loss or misdirection of entries will be accepted by REINZ or its representatives.

8. Details provided to REINZ remain confidential and are viewed only by REINZ management and the judges. All materials provided will be destroyed three months after judging.

9. REINZ may, at its discretion, combine categories or not present an award if, in the view of the judges, there are insufficient entrants to justify the presentation of an award.

10. The award results will be verified by the REINZ Chairman and Audit Chairman. This ensures that only REINZ management and Independent Directors are privy to details of the entries submitted.

11. In making their decisions, the judges will take into account any matters which they consider relevant, including the disciplinary history of an entrant as well as any reputational issues which may impact on REINZ, the winner, or the competition.

12. The figures provided for any entry may be audited at the discretion of REINZ, and REINZ may, at its discretion, request any additional information it deems necessary to assist in assessing an entry. Failure to provide any requested information will result in disqualification of the entry.

13. If requested by the judges, the agency’s or office’s auditors must provide a letter confirming that the revenues quoted on the entry form are in accordance with the rules as stated. If the company’s accounts are not audited, a copy of the Profit & Loss Account for the company for the year must be included as part of the entry if requested.

14. The decision of the Judges is final and no correspondence will be entered into.

15. In any case where there is doubt about the interpretation of the terms and conditions of the relevant Award category, REINZ reserves the rights to interpret them in such a way so as to best achieve the principles of fairness and consistency with the other terms and conditions of that Award category.
Judging Criteria
The awards are based on performance and ranking over a number of key performance indicators within residential property management.

The criterion for judging Residential Property Management Office of the Year, Residential Property Manager Rising Star of the Year, and Residential Property Manager of the Year awards are based on the following five categories:

1. Income
Highest total income for an agency, office or individual.
- The office is defined as a single legal entity. The income from multiple legal entities, even if the parent owns 100% of the shareholding in the subsidiaries, and all companies operate from the same site, may not be combined.
- Income totals must be from residential property management only – including but not limited to, management fees letting, inspection, and disbursement fees etc.
- Income total shall exclude any monies collected as a cost recovery.
- Income from other business streams such as residential sales must be excluded.

2. Growth
Greatest net growth of properties under management by an agency, office or individual.
- Net growth of properties is based on the number of managements brought in by the Property Manager during the competition period minus any losses.
- A management is counted from the date a completed and signed Management Authority has been received and entered into the property management software/record keeping system. To qualify, there must be an individual tenancy agreement along with a separate inspection report.
- New managements gained must be by organic growth and not obtained via a purchase of a rental, merger or restructure.
- A management is counted as one management per property.
- A lost management is counted at the expiry of the notice period received from the investor and/or their new agent or on the settlement date in the case where a property has been sold and the property is no longer being managed.
- When a property is no longer being managed – even if there is a debt still attached to the property – it is counted as a loss.
  This is taken from either the date the bond has been disbursed or the date of the Tribunal/Mediated Order (if no bond held and/or the property is made inactive in your property management software/record keeping system).
- Casual lets are excluded from these awards and must not be counted in new management figures.
- Holiday rentals are excluded from these awards.
- Boarding houses are allowed – counted as one management with the owner but tenancy on a room by room or unit basis. Each tenancy must have an individual tenancy agreement along with a separate inspection report.

3. Managed Lets
The highest number of managed properties let by an agency, office or individual.
- Includes placing tenants in both new and current managements but does not include resigning an existing fixed term tenancy.
- A managed let is counted from the date the tenancy starts.
- Each managed let must be allocated to the person that let the property – not to the portfolio manager.
- Casual lets are excluded from these awards and must not be included with the managed let figures.
- Holiday rental lets are excluded from these awards.
- Managed lets for boarding houses are allowed – counted as one management with the owner but lets on a room by room or unit basis.

4. Arrears
The average lowest percentage number of tenants in arrears by 7 days and over for an agency, office or individual.
- Rent arrears equates to the rent owing on current tenancies only. Anything else comes under debt collection.

5. Vacancy
The lowest average percentage number of vacant managed properties that were available for rent by the agency, office or individual.
- A new management is counted as a vacancy if available for rent – i.e. it is not counted if the owner is still residing in the property or there is work to be carried out and it is not being actively advertised or there is a vacating tenant still residing in the property.
General Notes

- Under the portfolio system, all data needs to be entered against the property manager’s name.
- When the “Pod” or Task-based systems are used, the business owner needs to make the decision as to whether the data is recorded against the head of each team or they may choose to divide the data equally between the team members.
- A small office is one with less than 200 properties under management - Income totals must be generated from a single location only.
- A medium office is one with between 201 and 600 properties under management - Income totals must be generated from a single location only.
- A large office is one with 601 or over properties under management - Income totals must be generated from a single location only.

The criteria for judging the Business Development Manager of the Year is:
The number of new managements signed up and tenanted during the awards period.
- Full time Business Development Managers along with Property Managers or Letting Agents who undertake business development as part of their roles are able to enter this award category.
- If requested, new management figures and a list of the properties in your portfolio must be made available for the judges to verify.
- New managements gained must be by organic growth and not obtained via a purchase of a rental, merger or restructure.
- A new management is counted from the date a completed and signed Management Authority has been received and entered into the property management software/record keeping system. To qualify, there must be an individual tenancy agreement along with a separate inspection report.

This award recognises the Office Support Person that has most effectively supported the business in which he/she works.

Support Person of the Year – Judging Criteria
This is an individual award that is open to any support person working within a residential property management office and is based on the period from 1 April 2016 - 31 March 2017.
The entrant must submit a detailed submission (1000 character maximum per question) that is signed by their manager or principal that answers the questions below: Please complete your answers via the online portal, open from 1 June 2017.

1. How have you contributed to the operational, financial and business performance of your office through effective office support?
2. What sets you apart from other office support people – what makes you unique?
3. What steps did you undertake during the competition period to improve your office support capabilities, and how did that positively impact on the office where you work?
4. How do you help enhance teamwork at your office?
5. What was your greatest achievement as a support person during the competition period?
6. With the growing dependence on information technology within the residential property management industry, how did you utilise your skills in this area to improve the service and consistency of your office or branch?
Stand up and be recognised for your contribution and professionalism!
Entries open online from Thursday 1 June 2017.

Important Dates
The Award period is 1 April 2016 - 31 March 2017
Entries close 5:00pm, Monday 31 July 2017
Entries, bios, photo and logo to be received by 5:00pm, Monday 31 July 2017
Awards for Excellence Cocktail Function Tickets to be purchased by 5:00pm, Friday 18 August 2017
Awards for Excellence Cocktail Function, Auckland Museum 6:00pm, Friday 25 August 2017

Please ensure you take time to carefully read the General Terms & Conditions and the Judging Criteria before completing your entry.

Submitting Your Award Entry
Entries are to be completed via the online portal at www.awards.reinz.co.nz
Please ensure you have all required information to complete your entry.

Announcement of Winners and Runners Up
Winners and runners up will be announced at the Real Estate Institute of New Zealand Awards for Excellence Cocktail Function on Friday 25 August 2017, 6:00pm - 8:30pm, Auckland Museum, The Auckland Domain, Parnell, Auckland 1010.

Dress Code
Smart / Cocktail attire

Tickets
Tickets are $80.00 plus GST per person and should be purchased online by 5:00pm on Friday, 18 August 2017 via www.reinz.co.nz, click on Education Portal, then Events.
Upon completion of your registration and payment, you will receive an automatic confirmation email.
Your printed ticket will be sent to you by mail.
In the event your tickets do not arrive in time, REINZ will have a door list of attendees at the venue on the day.
General Terms and Conditions

1. Entrants in each category (agency, office and individuals) must be current REINZ Members at the time that the entry is lodged and at the time of the Awards presentation, entrants must have renewed their membership for the 1 July 2017 to 30 June 2018 period.

2. At the time of the Awards presentation, entrants in any of the individual categories must be working for the office under which they entered the awards.

3. All entrants must be in attendance at the Awards cocktail function or ensure that a suitable person is at the event representing them. If not attending in person, the entrant must indicate on the entry form who will be their representative.

4. Entries must include a 1000 character maximum biography/profile, photograph and agency/office logo.

5. No alterations will be permitted to entries after 5:00pm, Monday 31 July. For any alteration requests prior to this date, please email awards@reinz.co.nz with your entry reference number.

6. All entries become the property of REINZ on submission. No entries will be returned; therefore duplicates of all original material should be retained.

7. No responsibility for loss or misdirection of entries will be accepted by REINZ or its representatives.

8. Details provided to REINZ remain confidential and are viewed only by REINZ management and the judges, who are Independent directors of REINZ. All materials provided will be destroyed three months after judging.

9. REINZ may, at its discretion, combine categories or not present an award if, in the view of the judges, there are insufficient entrants to justify the presentation of an award.

10. The award results will be verified by the Chairman and Audit Chairman of REINZ. This ensures that only REINZ management and Independent Directors are privy to details of the entries submitted.

11. In making their decisions, the judges will take into account any matters which they consider relevant, including the disciplinary history of an entrant as well as any reputational issues which may impact on REINZ, the winner, or the competition.

12. All entrants must provide (where applicable), in electronic format, a list of the transactions that make up the totals stated on the entry form and the revenue and sales figure attributed to each transaction at the time the entry is lodged.

13. The figures provided for any entry may be audited at the discretion of REINZ, and REINZ may, at its discretion, request any additional information it deems necessary to assist in assessing an entry. Failure to provide any requested information will result in disqualification of the entry.

14. If requested by the judges, the agency’s or office’s auditors must provide a letter confirming that the revenues quoted on the entry form are in accordance with the rules as stated. If the company’s accounts are not audited, a copy of the Profit & Loss Account for the company for the year may be requested as part of the entry.

15. The decision of the Judges is final and no correspondence will be entered into.

16. The criteria for judging is based on highest gross commission for all categories except Residential Salesperson and Residential Office categories which have both a highest gross commission category and a highest volume category. The Manager, Administrator and Personal Assistant (Sales) Awards are based on submitted answers to a series of questions.

17. Only unconditional sales between 1 April 2016 and 31 March 2017 are eligible. An unconditional sale is one where all conditions have been satisfied and the member is entitled to, and in respect of which, a commission has been received (that is, paid by the client to the member and if applicable, the licensed salesperson(s)). Note that ancillary revenue or revenue from other services such as consultancy must not be included – totals must be commissions only.

18. An agency or office may enter more than one category, provided that the revenues for each category entered are only those which meet the terms of that category.

19. Entries are encouraged from real estate professionals from around New Zealand who are members of REINZ.

20. In any case where there is doubt about the interpretation of the terms and conditions of the relevant Award category, REINZ reserves the rights to interpret them in such a way so as to best achieve the principles of fairness and consistency with the other terms and conditions of that Award category.
Multi Media Marketing Campaign
1. All property types may be entered – Residential, Rural, Business or Commercial.
2. The property / business must have sold as a result of the campaign.
3. The subject property or business must be in New Zealand.
4. The Marketing Campaign and the sale of the property / business must have been completed during the sales period 1 April 2016 – 31 March 2017.
5. The information provided for any entry may be audited at the discretion of REINZ. Details remain confidential and will be destroyed three months after judging.
6. Material must use legally correct terminology.
7. The judges of this category will be experienced marketers. Details will be announced in due course.

Multi Media Marketing Campaign - Judging Criteria
1. Great implementation of best practice marketing methods.
2. Best multi-media combination.
3. Innovation and creativity.
4. Return on marketing investment, profitability.
5. Winning marketing strategies over the whole value chain. The size of the budget is not important.