



The contest runs from August 1, 2011 until October 25th, 2011. Final poker chips will be distributed at the Retreat, where we will hold an AUCTION and you may redeem your chips for PRIZES!

Poker Chips

- ✓ New Listing (50)*
 - New Listing priced below appraisal (add 20%)
- ✓ Buyer Pending (50)*
- ✓ Listing Sold (50)*
- ✓ Closing (100)
 - Closing photo with client – add 20%
 - LTE – add 20%
 - Preferred lender – add 20%
 - Warranty – add 20%
 - Not closing on Friday or the last day of the month – add 20%
- ✓ Price Reduction of \$5,000 or more (50)
- ✓ Referral Agent (50), new (must actually become active)
- ✓ Referral Agent (100), experienced (license transferred)
- ✓ Set up interview with a prospective recruit (50)
- ✓ Property Tour (10 each)
- ✓ Roundtable (10 each)
- ✓ Contact Manager (1 for each call/visit/handwritten note with details logged in history)
- ✓ Open house (10 each)
- ✓ Duty (10 each)
- ✓ Landlord referral to property management (50)
- ✓ Referred tenant leases one of our rentals (50)
- ✓ Retainer agreement signed and turned into manager, dated after 8/1 (50)

* (deducted if it falls out or is withdrawn during the contest)