

KAHALA

OUTSTANDING FIRST  
YEAR ASSOCIATE

2005

AWARDED TO

*Robin Glass*

*Hubert*


*Scott Bradley*



**COLDWELL  
BANKER**

PACIFIC PROPERTIES



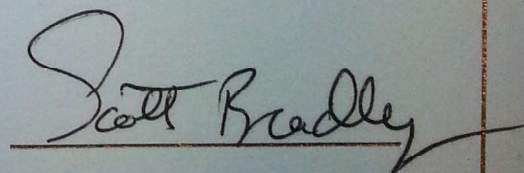
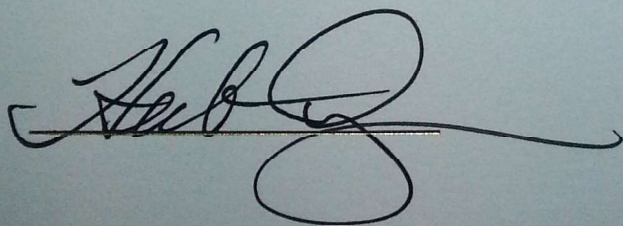


IN RECOGNITION OF  
EXCEPTIONAL ACHIEVEMENTS  
2005

AWARDED TO

*Robin Glass*

International  
Sterling Society



**COLDWELL  
BANKER**

PACIFIC PROPERTIES

While the Sales Production Awards will be in the categories of Listings, Sales, and overall Production, the base line for receiving a sales award for the year is \$120,000 Adjusted Gross Commission Income (This equates to approximately \$4,000,000 in volume at 3%. Sales prices will not be used in this calculation. Adjusted Gross Commission (AGCI) only will be used.) and/or 25.0 units closed. If you have a question as to your current level of Adjusted Gross Commission Income, please ask your Area Office Leader.

Anyone achieving one or both of these minimum criteria (\$120,000 AGCI and/or 25 Units Closed) according to our records will be recognized at the Annual Awards Banquet and receive a Production Award.

Experienced Agents joining the company will be given credit for documented transactions with their former firm during the calendar year, as approved by their AOL and the President.

The following awards will be given both on an Area Office (Kahala, King Street, Leeward, Waikiki and Windward) and Total Company basis.

**Top Listor – Volume**

The agent with the largest AGCI attributed to closed listings during the year.

**Top Listor – Units**

The agent with the largest unit number of closed listings during the year.

**Top Salesperson – Volume**

The agent with the largest AGCI attributed to closed buyer transactions during the year.

**Top Salesperson – Units**

The agent with the largest unit number of closed buyer transactions during the year.

**Top Producer – Volume**

The agent with the largest AGCI attributed to closed total transactions (buyers and sellers) during the year.

**Top Producer – Units**

The agent with the largest unit number of closed total transactions (buyers and sellers) during the year.

**International Sterling Society**

Agents who produce a minimum of \$120,000 closed AGCI during the year or 25 or more closed units.

**International Diamond Society**

Agents who produce a minimum of \$160,000 closed AGCI during the year or 32 or more closed units.