



**REBNY OFFICIAL COVER SHEET
SALES BROKERS COMMITTEE
MOST INGENUOUS DEAL OF THE YEAR
2019 AWARDS**

PLEASE COMPLETE AND INCLUDE AS COVER PAGE OF SUBMISSION PDF:

THIS IS NOT A TEAM AWARD

LIST BROKER (SUBMITTING FOR THE AWARD): _____

OTHER BROKER (S) (NOT SUBMITTING FOR THE AWARD, FOR INFORMATION PURPOSES ONLY): _____

IDENTIFY TRANSACTION: SALE _____ LEASE _____ FINANCE _____

SUBMITTING BROKER

REBNY MEMBER NUMBER: _____

REBNY MEMBER FIRM: _____

TITLE OF TRANSACTION: _____

ADDRESS OF TRANSACTION: _____

NAME AND COMPANY OF ALL LENDERS, OWNERS & ATTORNEYS ASSOCIATED WITH THE TRANSACTION:

Closing or Lease Execution, Unconditional Delivery Date and Possession Date: _____

Contact Person(s) & Phone Number(s) for Verification: _____

2019 Sales Brokers Most Ingenious Deal of the Year Awards

SUBMISSION DEADLINE: Friday, January 31, 2020 at 5:00 P.M.

The Commercial Brokerage Division's Sales Brokers Committee invites you to review your New York City real estate transactions completed in 2019 and submit any which you consider a likely candidate for the Most Ingenious Deal of the Year.

There will be three (3) awards for the Most Ingenious Deal of the Year to be announced at the Annual Sales Brokers Cocktail Party to be held at **Club 101 on April 7, 2020**, at which time the winner(s) will receive a scroll. Each commercial discipline (Sales, Finance and Leasing) will compete to win the first place award which memorializes Henry Hart Rice, who won the Most Ingenious Deal of the Year Award and won the Robert T. Lawrence Award on five occasions; the second place Robert T. Lawrence and the third place Edward S. Gordon Awards commemorate the distinguished careers of two legendary commercial brokers and will be presented to entries which the judges also deem worthy of recognition. Each discipline must have a minimum of 3 submissions for recognition in their respective discipline. In the event a discipline has less than three submissions, the 1 or 2 submissions from the disqualified discipline will be judged against the second place submissions in the qualified disciplines to determine a third winner. Once all 3 winners have been selected, they will then be judged against each other to determine the first, second and third place DOY award recipients.

The submissions become the property of the Board and the winning entries will be made available for review at the offices of the Real Estate Board. In addition, the property and broker(s)/salesperson(s) involved with each entry will be announced to the membership after the deadline date, **January 31, 2020**. Appropriate publicity concerning the presentation of the award will be made available to the media. **Sales, leases or finance transactions, regardless of size, are eligible, and will be judged based upon ingenuity, creativity and professional skill, in that order. Any submission made for these awards may not be submitted to any alternative REBNY committee for any other award.**

Rules and guidelines pertaining to the contest are below. **The following affidavit must be filled out and submitted with each entry.**

2019 CONTEST RULES

- All contestants must hold a broker's or salesperson's license.
- All contestants must be primarily engaged in selling, leasing or financing of real estate.
- All contestants must have been Real Estate Board of New York Commercial Brokerage Division members at the time the subject transaction was completed and at the time of the awards ceremony. Please be sure to confirm that your membership was and is current; this is the responsibility of the salesperson/broker, not their firm. No exception to this rule will be made.**
- Transactions must involve New York City real estate deals and be completed by December 31, 2019. Sales / Financings are completed at the time of the closing. Lease transactions are completed upon mutual execution and unconditional delivery of the lease.
 - If a submission involves multiple disciplines, the salesperson(s)/broker(s) making the submission should elect the discipline they think was most impactful to the transaction, and make the submission in that category as required on the official coversheet.
- Submissions should only identify the lead salesperson(s)/broker (s) who was responsible for the ingenious aspects of the transaction and is therefore eligible for the award. This is not a team award. If the submission lists more than 2 salesperson(s)/broker(s), your submission must specifically explain the ingenious contribution made by each salesperson(s)/broker(s). In addition, the submission should also identify, for information purposes only, any other salesperson(s)/broker(s) and their firms that may have participated in the transaction.**
- Salespersons'/Brokers' entries must be endorsed by the broker/manager employer.
- Principals, that is: an owner, purchaser, principal stockholder, employee or beneficiary of the principal, are not eligible. Similarly, attorneys are not eligible, despite being licensed real estate brokers, unless they acted as brokers and not attorneys in the transaction.
- A list of all submissions stating the participating broker(s)/salesperson(s) will be distributed to the membership after the deadline and prior to the judging.
- The winning entries will be available for review at the Real Estate Board of New York.
- Submissions must be submitted digitally by Friday, January 31, 2020 at 5:00pm to Hayley Torswick at htorswick@rebny.com.
- Using the required format below, the text must be no longer than ten, 8 ½ x 11 pages in no less than a 12-point font size, double spaced, including all maps, diagrams and photographs. You may add a cover page identifying, but not describing the transaction, which is not considered one of the ten pages. Any additional pages will be discarded.
- All contestants are asked to be present at the awards ceremony on **April 7, 2020**.

NOTE: Judges will consist of three (3) or more of the following: a prominent real estate lender, a real estate lawyer, a major property owner, and the present and a past chairperson of the Sales Brokers Committee at the invitation of the chair (having no conflict). The **required format** listed below must be followed.

- In no more than 50 words on page one, identify the **ingenious aspect** of the transaction and **who** was responsible for that ingenuity
- Briefly summarize the transaction
- Describe the relevant parts of the process from your initial involvement to the consummation of the deal
- Highlight the distinctive characteristics that qualify the transaction for the award

Filing of Entries:

Email completed documents (including this signed form) to:

Subject: SALES BROKERS DOY SUBMISSION
Htorswick@rebny.com
(Hayley Torswick at The Real Estate Board of New York)

With this signature, I affirm that I have complied with all contest rules.

Witnessed

Signed

Date

Signature of Employer if Necessary