



ATLANTA COMMERCIAL
BOARD OF REALTORS®

Million Dollar Club FAQ's

When is the Application Deadline?

Wednesday, January 20, 2021 6:00 pm sharp. All applications must be submitted online via the electronic application site which can be accessed at www.atlcbr.com/mdc. This means that all your MDC data can be submitted electronically online and no need to print and hand-deliver your application. In order to submit by the deadline, your 2021 ACBR dues must be renewed in full, your Code of Ethics training must have completed by the previous deadline of 12/31/18. The next cycle deadline is 12/31/21 and the \$200 MDC application fee must all be paid and submitted by the deadline stated above.

How much is the application fee and can I pay by credit card?

The application fee is \$200.00 and all major credit cards are accepted: Visa, MasterCard, AMEX, and Discover. This includes your seat to attend the banquet, all advertising for the Million Dollar Club, awards and MDC Expenses.

What is the volume requirement for the 2021 Million Dollar Club?

The minimum volume requirement to qualify for the 2021 Million Dollar Club is \$3 million dollars for sales produced in 2020. This will only be effective for one year and will increase back to \$5 million in 2022 for 2021 sales production

Can I qualify if I have less than \$3 million in completed transactions?

As of 2004, the MDC rules changed to provide Million Dollar Club members who had achieved 20 years of membership as of January 1, 2004, to remain under the previous rules with the volume requirement at the \$1,000,000 production level. Therefore, the applicant's membership years will be verified in order to qualify with \$1,000,000 in volume for 2019. The \$1,000,000 dollar threshold remains fixed for grandfathered MDC Members for future years.



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Can I transfer years in another Board's MDC towards Million Dollar Club membership in the Atlanta Commercial Board?

Million Dollar Club credit earned in another association may be transferred to the Atlanta Commercial Board as credit towards Life membership, Phoenix, and Silver Phoenix Awards. In order for transfer years to be applied, you must submit a written letter from your previous association signed by the Association Executive and submit prior to or with your MDC application. Please refer to page 4 Section IV for transfer year credit details.

If a broker who cooperated on a transaction with me is NOT going to file for membership in the MDC, can I take credit for the entire transaction?

No. You may only take credit for the part of the transaction you completed and the volume must be calculated in direct proportion of the percent commission you received. For instance, if you cooperated with someone representing the same side of the transaction on a 2 million dollar transaction with a commission of 50%; then you can claim 1 million dollars in sales volume credit. Volume credit can never be distributed without following the appropriate guidelines.

Can I count out of state transactions towards my total volume?

Yes you may count out of state transactions as long as you are either licensed in that state or you used a licensed co-broker to represent you or your firm in that state. Your MDC volume credit must reflect the percentage of commission split with the co-broker from that state regardless whether they are an ACBR member or not. If you are not licensed in a state where the transaction was completed and did not use and identify a licensed co-broker, then you cannot claim MDC credit for the transaction.

Can you claim a transaction that was not counted from the previous year towards this year's Million Dollar Club?

No. Only transactions for sales or leases that were completed or fully executed during the qualifying year (2020) can only count towards Million Dollar Club credit, regardless of when the paperwork was turned in.



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Can you count referral fees as a part of your MDC volume credit?

No. Credit shall not be allowed for appraisals, evaluations, consultations, referral fees or fee-based non-contingent income.

Can I still claim credit for a transaction that closed in 2020 if a commission check has not been collected?

Yes, you can still claim credit for a transaction that was fully executed and signed during the 2020 qualifying sales year as long as the commission or brokerage fee paid is reflected on a closing statement, lease agreement, valid commission agreement, voucher or disclosure statement.

If I sell property in which I have ownership, can I take credit for the entire sale?

You can claim credit for the entire sale if you have less than 10% interest/ownership in the property that was sold.

If I sold residential property during my qualifying year, can I claim that volume towards my total credit on my application?

Residential transactions may be claimed towards your total MDC credit as long as 75% of your sales volume is Commercial.

If I have made application for the Atlanta Commercial Board, but not yet completed new member orientation, can I claim credit for transactions closed before I complete new member orientation?

All MDC applicants must be a REALTOR® member of the Board during 2020 and 2021 with dues paid in full in order to be considered as a Million Dollar Club member. New members of the Board must have submitted a membership application during the qualifying year of 2020 and completed the Orientation by January, 2021. New applicants who join in 2020 can only claim MDC volume from the date their application was submitted for membership. For example, if you applied and submitted your application on June 1st, 2020, then you can only claim credit for MDC volume from June 1st - Dec 31st. If you complete deals prior to your join date then please contact us at mdc@atlcb.com and a member of the Board Staff can go over your options with you on how you can retroactively apply and pay dues for the full year.



Who submits a photo with their application?

Applicants who will receive the Phoenix or Silver Phoenix award and any total volume produced over 25 million should submit a photo.

How many people are recognized in each Top Producer Category?

Two new Top Ten Producer categories were added in 2009, therefore there will be a total of seventy top producers; ten in each of the seven categories. However, the Million Dollar Club Committee at its discretion may consider reducing the number of top producer awards that will be given based on the number of applications received in each respective category upon approval of the Million Dollar Club Committee and the Board of Directors.

The seven categories are as follows: 1) Investment, 2) Industrial-Landlord Representative, 3) Industrial-Tenant Representative, 4) Land, 5) Office-Landlord Representative, 6) Office-Tenant Representative, and 7) Retail.

The ranking is based on the pure volume of the respective category. Each potential Top Producer application will be reviewed carefully for validity and accuracy. The committee will not be held responsible for inaccurate information submitted and volume placed under the wrong category by the applicant. It is the applicant's responsibility to submit accurate data.

When and where will the banquet take place?

The event is scheduled for Thursday, March 11, 2021, at 6:00 pm at Flourish. The banquet cocktail hour will begin at 6:00 pm, doors open at 7:00 pm, and will adjourn at approximately 9:00 pm. Due to COVID 19 affecting many events in 2020, based on where we are with cases in February 2021, the ACBR Board of Directors can decide to postpone or host a virtual event.

Can I bring a guest(s) to the banquet?

Only Million Dollar Club Members may bring guest(s) to the banquet at the cost of \$150.00 per person.



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Can I let someone else attend the banquet on my behalf if I am unable to attend?

No. Attendance at the banquet is not transferable. Non-MDC guests must purchase a ticket at the cost of \$150.00 each. Admission to the banquet may only be used by the MDC applicant or a guest that has purchased a ticket.

Can my MDC Application Fee be reduced if I do not plan to attend the banquet?

No. The MDC application fee is a set cost of \$200 dollars and non refundable and non transferable..