

CHARISMA RECOGNITION PROGRAM

Recognition Program

At **Charisma**, we believe in growth, excellence, and continuous development. Passion, skill-building, efficiency, and commitment are essential in our industry. Brokers who embody these values make a meaningful impact on their clients, their communities, their colleagues, and our entire network.

To highlight these achievements, we created the **Charisma Recognition Program**, a commitment to celebrating quality, excellence, and performance.

Awards Ceremony

Awards will be presented during our annual award ceremony, (exact date to be confirmed).

Distinctions are based on the broker's **total gross commission income** for the fiscal year.

Performance Categories



EXECUTIVE

\$100 000 - \$149 999



PLATINUM

\$150 000 - \$249 999



DIAMOND

\$250 000 - \$349 999



MASTER

\$350 000 - \$499 999



ELITE

\$500 000 +

EXECUTIVE

\$100,000 – \$149,999

Consistent and solid performance.

PLATINUM

\$150,000 – \$249,999

Superior results and strong professional mastery.

DIAMOND

\$250,000 – \$349,999

Exceptional achievement and high-level service.

MASTER

\$350,000 – \$499,999

Advanced expertise and strong contribution to the network.

ELITE

\$500,000 +

Top distinction; among the highest performers in the industry.

Rookie of the Year

Each year, Charisma recognizes an outstanding newly licensed broker who demonstrates **rapid development, engagement, and remarkable results**.

Criteria:

- Licensed for **less than 18 months**
- Strong sales or listing performance
- Demonstrated commitment to growth
- Participation in training and network events
- Positive attitude and collaboration

Frequently Asked Questions (FAQ)

How are commissions calculated?

We use the **total gross commissions paid** to the broker during the fiscal year.

Do I need to submit an application?

No. Awards are determined automatically using internal data.

Can I qualify for more than one category?

No. Each broker is placed into a single category based on their performance level.

How is Rookie of the Year selected?

Directors and coaches submit nominations; an internal committee selects the winner.