

# CAMBODIA REAL ESTATE AWARDS

Recognizing Excellence in the Cambodia Real Estate Industry

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## ABOUT THE CAMBODIA REAL ESTATE AWARDS

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Realestate.com.kh is excited to announce the inaugural Cambodia Real Estate Awards (CREA) 2018, an annual gala night with the purpose of recognising and celebrating excellence within the Cambodian real estate industry.

This is the first time in history that efforts and successes of those within the industry will be globally acclaimed on a wholly objective basis.

The CREA entry criteria have been constructed with an overriding focus on inclusiveness, through the creation of three entry levels; 'Boutique', 'Corporate' and 'Enterprise' agencies - which encompass a wide variety of business types within the industry.

This establishes the CREA as the definitive benchmark for all Cambodian real estate agencies, individual agents and valuation and property management firms.

There is no cost associated with entering or winning awards at the CREA and winners will be judged and awarded through a panel of respected industry professionals and Government officials, in combination with public opinion obtained through online voting mechanisms.

Realestate.com.kh, as the event organiser, will remain wholly independent and separate from the judging process.

CREA follows a globally proven model that awards excellence across the industry in a transparent, objective and ultimately fair way.

The judging process will be monitored with diligence by established accounting and auditing firm Cambodian Investment Management (CIM) to ensure the awards are free from any bias.

Once nominees are shortlisted and public voting has concluded, all finalists and the Kingdom's broader real estate industry will be invited to attend an Awards ceremony and gala dinner in which the industry as a whole is given an evening to celebrate their achievements.

Finalists and Awards winners will be granted the prestigious CREA seal which can be used in their marketing materials, along with a trophy and a certificate confirming their personal or company achievement.

## OBJECTIVE

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To assist in further professionalising the Cambodian real estate industry by recognising the leading agents and agencies and celebrating the finest real estate practices and professionals nationwide.





## MISSION

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To recognise the achievements of the Cambodian real estate industry objectively, without bias or undue influence and on a wholly inclusive basis, that allows all firms and individuals to participate regardless of the size or wealth of their operation.

## VALUES

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-  Independent
-  Transparent
-  Inclusive
-  Recognises public opinion

# 2018

CAMBODIA  
REAL ESTATE  
AWARDS

## VALUE FOR WINNERS

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**RECOGNISED AS A LEADER IN THE CAMBODIA REAL ESTATE INDUSTRY**



**ICONIC CAMBODIA REAL ESTATE AWARDS TROPHY AND CERTIFICATE**



**MARKETING ASSETS TO LEVERAGE ACROSS YOUR BUSINESS:**

- Cambodia Real Estate Awards Seal for use in all business marketing for the Awards year (+ added to all Realestate.com.kh listings for free)
- Professional photography from awards acceptance
- Professional video from awards acceptance
- Promotion via media partners and press releases
- Huge brand exposure across Realestate.com.kh and the Cambodia Real Estate magazine



**CREA**  
realestate.com.kh

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# 2018

## CAMBODIA REAL ESTATE AWARDS

## VALUE FOR WINNERS

### REALESTATE.COM.KH EXPOSURE

Awards Seal	Build trust with buyers by displaying Awards seal on all of your property listings.
Agency & Agent Profile	Communicate the benefits of your agency through highlighting awards in your profile on REAKH.
Cambodia Real Estate Magazine	Your agency will be profiled in the Cambodia Real Estate magazine in the CREA feature article.
PR Interview	Your opportunity to be personally interviewed, which will be displayed via live streaming directly after winning the award/s. You will receive a copy of this interview in the weeks following the event to display on your website and your other marketing outlets.
RealestateCRM	Best Up & Coming Agency of the Year ("The Rising Tiger") will receive a year's free subscription to RealestateCRM to assist in professionalising your business.

## JUDGING MECHANISM

### **Official Supervisor:**

Cambodian Investment Management (CIM), renowned accounting firm, is entrusted with overseeing the entire judging process of CREA 2018. As Official Supervisor of the CREA, CIM works to ensure that the CREA judging process, from start to finish, is conducted objectively and with the utmost integrity.

CIM reviews completed entry forms to check that they meet the published criteria. The Ministry of Economy and Finance (MEF) will approve that the company or agent has the required licenses and registrations. The Judges then come together to review the entries and confidentially submit all scores to CIM for final checking, and CIM then presents the results of these reviews to the Judges.

A representative of CIM is present at the Judges' meetings to ensure that Awards criteria and guidelines are strictly followed. CIM gives final approval for all of the CREA winners. Outside of approving that the company or agent has the required licenses and registrations, the MEF will play no role in the final judging and decisions on winners.

### **Panel of Industry Experts:**

Participants will be judged by a highly experienced team of professionals who cover a range of property-related disciplines. The judging panel will use a robust framework that ensures the application process is equitable and impartial.

Outside of determining the judging criteria, terms and conditions of entrants and panel members, Realestate.com.kh will remain totally independent of the judging results. The final decision on all awards will be left to the judging panel, in combination with the weighted votes of the general public.

### **Consumer Votes:**

Given the CREA's value of public involvement, a portion of the judging will take into account public votes which will be conducted via the event website and social media channels. Different award categories will include different weightings for consumer voting, depending on the nature of the award and the relevancy of public opinion to that award.

### **Cambodia Government Involvement:**

All nominees must have the necessary registrations, licences and tax patents related to their business activities. The legitimacy of entrants will be overseen by representatives of the Ministry of Economy and Finance (MEF), the General Department of Taxation (GDT) and the Ministry of Land Management, Urban Planning and Construction (MLMUPC) where and when applicable.

## JUDGING PANEL (PROPOSED)



**His Excellency Mey Vann (Head Judge)** - Director General of the Department of Industry and Finance at the Ministry of Economy and Finance.



**Dr. Sok Siphana** - Partner, Sok Siphana & Associates, A member of Zico Law; Advisor to the Royal Government of Cambodia; and Honorary Fellow of the International Academy of the Belt and Road Initiative.



**Mr. Colin Tan (International Judge)** - Chairman, Colin Tan Training International.



**Dr. Simon Vancliff** - Investment and Development Director at ING Holdings Co., Ltd; Vice-Chairman of the EuroCham Cambodia Real Estate and Construction Committee.



**Mr. Salim Aslam** - ASEAN Manager, Royal Institution of Chartered Surveyors (RICS).



**Mr. Anthony Galliano** - Group Chairman, Cambodian Investment Management (CIM); Chairman of the EuroCham Tax Committee.

\*\*Seeking other successful Cambodian Entrepreneurs

\*\* Seeking at least one female representative

## RECOGNIZING THE ENTIRE REAL ESTATE INDUSTRY

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### 1. Agency Awards

Include various awards for outstanding real estate agencies, across multiple business types. Selected awards are categorized according to the number of agency staff:

- Boutique Agency (7 staff or less)
- Corporate Agency (8 - 15 staff)
- Enterprise Agency (16+ staff)

### 2. Agent Awards

Includes various awards for outstanding individual professionals in the Cambodia real estate industry, across multiple disciplines.

### 3. Cambodia Real Estate Hall of Fame

Honouring an individual who has provided sustained leadership, made a pioneering contribution and/or left an outstanding legacy to the real estate industry and the Cambodian community as a whole.



## AGENCY AWARDS

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### **Real Estate Agency of the Year**

(Boutique, Corporate & Enterprise)



### **Regional Agency of the Year**

(Awards will be made for Siem Reap, Sihanoukville, Kampot and other locations depending on submissions)



### **Valuation Company of the Year**

(Boutique, Corporate & Enterprise)



### **Commercial Agency of the Year**



### **Local Project Marketing Team of the Year**



### **International Project Marketing Team of the Year**



### **Property Management Agency of the Year**



### **Best Up & Coming Agency of the Year: "The Rising Tiger"**



### **Employer of Choice**



### **Agency of Choice**

(Based solely on public votes; the top 3 placeholders will be awarded)

# 2018

CAMBODIA  
REAL ESTATE  
AWARDS

## AGENT AWARDS

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**Agent of the Year**



**Sales Agent of the Year**



**Rentals Agent of the Year**



**Valuation Professional of the Year**



**Best Up & Coming New Agent:  
"The Rising Star"**



**Agent of Choice**

(Based solely on public votes; the  
top 3 placeholders will be awarded)



**Cambodia Real Estate Hall of Fame**

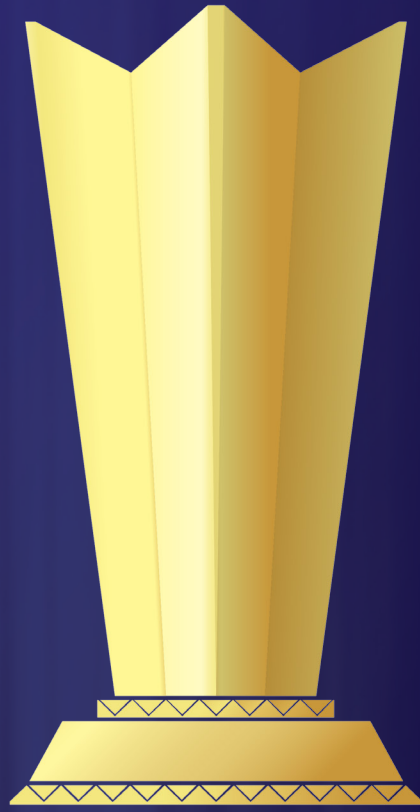
(Hall of Fame Inductee 2018)

## CAMBODIA REAL ESTATE HALL OF FAME

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**Inaugural inductee to the  
Cambodia Real Estate Hall of Fame**

One inductee will be announced



# AGENCY AWARDS CATEGORIES

## AGENCY NOMINATION CRITERIA

### Required Submission Attachments

Agency license number with the MEF	Cambodian Ministry of Economy and Finance License number must relate to the agency area of specialisation and relevant award (e.g. valuation agencies must include a valuation license).
Membership number with the CVEA	All agencies must be a current member of the Cambodia Valuers and Estate Agents Association at the time of nomination.
Agency & Approving Director / CEO	You must provide your trading name as well as the official company name registered at the Ministry of Commerce. This should include the full name and phone number of the Director or CEO of the Agency who has approved the final entry submission.
Agency Profile (200 words max)	Profile must be provided to introduce your agency - this will also be used for publicity for the Awards.
Agency Logo	This image may be used on promotional materials for the Awards. High resolution, JPG & EPS.
Number of Agency Staff	The total number of staff within your agency (this will be cross checked against your website).
Awards Nomination Form	The award(s) you are nominating for, together with a detailed submission (written, photos, video and other evidence) relating to the criteria for that award. Nominations may either be in Khmer or English languages.

## REAL ESTATE AGENCY OF THE YEAR

BOUTIQUE, CORPORATE & ENTERPRISE

Recognising the highest performing real estate agency in  
Cambodia



### Judging Criteria :

- Written Submission.
- Mandatory 3-minute video submission (displayed on Awards Website).
- Voting via the Awards Website.



### Submission Criteria :

#### Agency achievements

Outline key business achievements within the year and why they are of significance. For example: business growth, innovation, and employee development.

#### Sales and rental success

Examples of success in property sales and / or rentals. Focus on why the campaign(s) have been successful, not simply the number of sales or rentals.

#### Staff development and company culture

Outline staff development programs (professional & personal) and describe your company ethics and culture.

#### Marketing

Highlight your most successful marketing campaigns during the Awards period.

#### Innovation

Describe any new ideas you have implemented in your business and demonstrate how they have contributed to overall success.

#### Service to clients

Examples of how your agency provides a high level of customer service to your clients. Highlight what sets you apart and client testimonials.

#### Corporate social responsibility (CSR)

Provide examples of corporate social responsibility initiatives performed by the agency during the voting period. Include any images and videos relating to those initiatives.

#### Market research reports

Provide any market research reports you have published during the voting period in relation to property prices and market insights in Cambodia.

## BEST UP & COMING AGENCY OF THE YEAR

"THE RISING TIGER"

Recognising the highest performing agency which is less than two years old



### Judging Criteria :

- Written Submission (plus optional 3-minute video in Khmer or English).



### Submission Criteria :

#### **Business growth since establishment**

Outline key business growth since the agency was established (prior 1 - 2 years).

Please include the following (include supporting evidence where possible):

- Growth of customers
- Growth of staff
- Growth of property listings (sale and / or rental)
- Any other growth metrics, for example website visitors

#### **Sales and rental success**

Examples of success in property sales and / or rentals. Focus on why the campaign(s) have been successful, not simply the number of sales or rentals.

#### **Innovation**

Describe any new ideas you have implemented in your business and demonstrate how they have contributed to overall success.

#### **Service to clients**

Examples of how your agency provides a high level of customer service to your clients. Highlight what sets you apart and client testimonials.

## REGIONAL AGENCY OF THE YEAR

**Recognising the highest performing regional  
real estate agency**

Awards will be made for **Siem Reap, Sihanoukville, Kampot**  
and other locations depending on submissions



### **Judging Criteria:**

- Written Submission (plus optional 3-minute video in Khmer or English).



### **Submission Criteria:**

#### **Agency achievements**

Outline key business achievements within the year and why they are of significance. For example: business growth, innovation, and employee development.

#### **Sales and rental success**

Examples of success in property sales and / or rentals. Focus on why the campaign(s) have been successful, not simply the number of sales or rentals.

#### **Staff development & company culture**

Outline staff development programs (professional & personal) and describe your company ethics and culture.

#### **Marketing**

Highlight your most successful marketing campaigns during the Awards period.

#### **Innovation**

Describe any new ideas you have implemented in your business and demonstrate how they have contributed to overall success.

#### **Service to clients**

Examples of how your agency provides a high level of customer service to your clients. Highlight what sets you apart and client testimonials.

#### **Market research reports**

Provide any market research reports you have published during the voting period in relation to property prices and market insights in Cambodia.

## VALUATION COMPANY OF THE YEAR

BOUTIQUE, CORPORATE & ENTERPRISE

Recognising the highest performing valuation company



### Judging Criteria:

- Written Submission (plus optional 3-minute video in Khmer or English).



### Submission Criteria:

#### Business success

Provide details in relation to property valuations conducted within the voting period.

- Provide the number of valuations you have conducted during the voting period.
- Provide a guide to the value of valuations conducted during the voting period.
- Provide at least one example of a detailed property valuation.
- Outline your basic valuation concepts and appraisal methods.
- Testimonial(s) from client.

#### Accreditation & training

Provide a list of any training courses and accreditations obtained by the company or employees since business inception.

#### Banking and professional partners

Provide a list of banks and other partners you worked with in relation to the valuations you have completed during the voting period.

#### Market research reports

Provide any market research reports you have published during the voting period in relation to property prices and market insights in Cambodia.

#### Service to clients

Examples of how your agency provides a high level of customer service to your clients. Highlight what sets you apart and client testimonials.

#### Innovation

Describe any new ideas you have implemented in your business and demonstrate how they have contributed to overall success.



## COMMERCIAL AGENCY OF THE YEAR

Recognising the highest performing  
commercial real estate agency in Cambodia



### Judging Criteria:

- Written Submission (plus optional 3-minute video in Khmer or English).



### Submission Criteria:

#### Agency achievements

Outline key business achievements related to commercial real estate sales, leasing and/or retail development within the year and why they are of significance.

#### Sales and rental success

Examples of success in property sales and / or rentals. Focus on why the campaign(s) have been successful, not simply the number of sales or rentals.

#### Staff development & company culture

Outline staff development programs (professional & personal) and describe your company ethics and culture.

#### Marketing

Highlight your most successful marketing campaigns during the Awards period.

#### Innovation

Describe any new ideas you have implemented in your business and demonstrate how they have contributed to overall success.

#### Service to clients

Examples of how your agency provides a high level of customer service to your clients. Highlight what sets you apart and client testimonials.

## LOCAL PROJECT MARKETING TEAM OF THE YEAR

Recognising the highest performing local condo, borey & plot land project marketing team, internal developer sales team or real estate agency



### Judging Criteria:

- Written Submission (plus optional 3-minute video in Khmer or English).



### Submission Criteria:

#### Successful project marketing campaign(s)

At least one example of a successful project marketing campaign undertaken within the Awards year. Including:

- Project name including the developer's construction license and sales license as verified by the relevant Ministry(s).
- Photos of the project.
- Example marketing materials (eg. website, brochure, print, photos of billboards).
- Results achieved (eg. number of properties, speed of sales, total value of sales).
- Testimonial(s) from end clients and developer.

#### Innovation

Describe any new business ideas and initiatives implemented during the Awards year together with the results achieved and how they have contributed to overall success.

#### Service to clients

Examples of how your agency provides a high level of customer service to your clients. Highlight what sets you apart and client testimonials.

#### Corporate social responsibility (CSR)

Describe how your company has provided value to Cambodia through your international presence.

## INTERNATIONAL PROJECT MARKETING TEAM OF THE YEAR

Recognising the highest performing Internationally-based project marketing team / real estate agency selling a Cambodia-based development



### Judging Criteria:

- Written Submission (plus optional 3-minute video in Khmer or English).



### Submission Criteria:

#### Successful international project marketing campaign(s)

At least one example of a successful international marketing campaign of a Cambodian property undertaken within the Awards year. Including:

- Project name including the developer's construction license and sales license as verified by the relevant Ministry(s).
- Photos of the project.
- Example marketing materials (eg. website, brochure, print, photos of billboards).
- Results achieved (eg. number of properties, speed of sales, total value of sales).
- Testimonial(s) from end clients and developer.

#### Innovation

Describe any new business ideas and initiatives implemented during the Awards year together with the results achieved and how they have contributed to overall success.

#### Service to clients

Examples of how your agency provides a high level of customer service to your clients. Highlight what sets you apart and client testimonials.

#### Corporate social responsibility (CSR)

Describe how your company has provided value to Cambodia through your international presence.

## PROPERTY MANAGEMENT AGENCY OF THE YEAR

Recognising the highest performing property management company



### Judging Criteria:

- Written Submission (plus optional 3-minute video in Khmer or English).



### Submission Criteria:

#### Success in property management

At least one example of a property you are or have managed during the voting period:

- Property name including the property licence number.
- Photos & videos of the property.
- Results achieved (number of properties rented / occupancy level).
- Services offered to tenants or guests.
- Testimonial from client, building owner and/or tenants.
- Evidence of successful maintenance and governance.
- Length of successful management over a building or development.

#### Service to tenants

Examples of how your agency provides a high level of customer service to your residence. Highlight what sets you apart and client testimonials.

#### Marketing

Highlight your most successful marketing campaigns during the Awards period.

#### Staff development & company culture

Outline staff development programs (professional & personal) and describe your company ethics and culture.

#### Innovation

Describe any new business ideas and initiatives implemented during the Awards year together with the results achieved and how they have contributed to overall success.

## EMPLOYER OF CHOICE AWARD

Recognising the leading real estate agency in relation to corporate culture and staff development



### Judging Criteria:

- Written Submission.
- Voting via the Awards Website.
- Maximum 3 minutes video submission may also be submitted (optional).



### Submission Criteria:

#### **Staff development & company culture**

Outline staff development programs (professional & personal) and describe your company ethics and culture.

#### **Service to clients**

Examples of how your agency provides a high level of customer service to your clients. Highlight what sets you apart and client testimonials.

#### **Innovation**

Describe any new ideas you have implemented in your business and demonstrate how they have contributed to overall success.

#### **Corporate social responsibility (CSR)**

Provide examples of corporate social responsibility initiatives performed by the agency during the voting period. Include any images and videos relating to those initiatives.

## AGENCY OF CHOICE

### TOP 3 PLACEHOLDERS

Recognising the general public's favorite  
real estate agency of the year



#### Judging Criteria:

- Votes via the Awards Website.
- The top 3 agencies with the most consumer votes will be awarded the title "People's Choice".



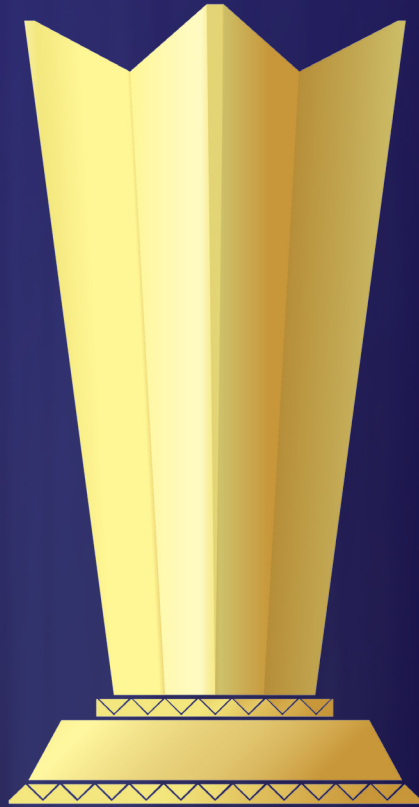
#### Submission Criteria:

##### Written Agency Profile

- In 300 words or less, briefly explain your agency, what sets you apart from other agencies and why consumers should vote for your agency (displayed on Awards Website).

##### Video Agency Profile

- Maximum 3 minutes video presentation explaining your agency, what sets you apart from other agencies and why consumers should vote for your agency (displayed on Awards Website).



# AGENT AWARDS CATEGORIES

## AGENT NOMINATION CRITERIA

### Minimum Criteria for All Agent Nominees

Registration number with the Ministry of Economy and Finance (MEF)	Agent must have been registered with the MEF during the Awards Period and as of the date of the Awards Ceremony.
Member of the Cambodian Valuers and Estate Agents Association (CVEA)	Agent must have been a member of the CVEA during the Awards Period and as of the date of the Awards Ceremony.
Award Period - Period to which submissions of evidence relate	April 2017 - April 2018



## AGENT NOMINATION CRITERIA

### Required Submission Attachments

Agent number with the MEF	Cambodian Ministry of Economy and Finance License number must relate to the agent's area of specialisation and relevant award (e.g. valuation agencies must include a valuation license).
Membership number with the CVEA	All agents must be a current member of the Cambodia Valuers and Estate Agents Association at the time of nomination.
Agent contact details and Agency of employment	You must provide your trading name as well as the official company name registered at the Ministry of Commerce.
Agent Profile (200 words)	Profile must be provided to introduce you - this will also be used for publicity for the Awards.
Profile Photo	Image may be used on promotional materials for the Awards.
Logo	High resolution, JPG & EPS.
Award Nomination Form	The award(s) you are nominating for, together with a detailed submission (written, photos, video and other evidence) relating to the criteria for that award. Nominations may be in Khmer or English.

## REAL ESTATE AGENT OF THE YEAR

Recognising the highest performing  
individual real estate agent in Cambodia



### Judging Criteria:

- Written Submission.
- Mandatory 3-minute video submission (displayed on Awards Website).
- Voting via the Awards Website.



### Submission Criteria:

#### Agent Achievements

Outline key professional achievements within the year and why they are of significance. For example: leadership, innovation, personal milestones, career growth, service and support to your agency and other staff.

#### Sales and Rental success

Examples of success in property sales and / or rentals. Focus on why the campaign(s) have been successful, not simply the number of sales or rentals.

#### Leadership

Examples of leadership displayed within your team, agency and industry.

#### Innovation

Describe any new ideas you have implemented in your business and demonstrate how they have contributed to overall success.

#### Service to clients

Examples of how your agency provides a high level of customer service to your clients. Highlight what sets you apart and client testimonials.

#### Corporate social responsibility (CSR)

Provide examples of corporate social responsibility initiatives performed by the agent during the voting period. Include any images and videos relating to those initiatives.

## SALES AGENT OF THE YEAR

Recognising the highest performing  
real estate agent focused on sales



### Judging Criteria:

- Written Submission (plus optional 3-minute video in Khmer or English).



### Submission Criteria:

#### Sales Agent Achievements

Outline key professional achievements related to sales together with supporting evidence. For example:

- Number of properties sold and the total value of all sales.
- Average duration of sales campaigns (time to sell the property).
- Highest value sale achieved (include details).

#### Campaign example

At least one example of a property you sold during the Awards period:

- Results achieved (time to achieve the sale, value).
- Marketing conducted for the property (photos, sign boards, online marketing, video).
- Testimonial from client.
- Evidence of a strong personal brand.

#### Service to clients

Examples of how your agency provides a high level of customer service to your clients. Highlight what sets you apart and client testimonials. Evidence of variety of clients.

#### Services to employer (where relevant)

Examples of how you serve your agency and colleagues. Include testimonials from your manager and peers.

## RENTAL AGENT OF THE YEAR

Recognising the highest performing real estate agent focused on rentals in Cambodia



### Judging Criteria:

- Written Submission (plus optional 3-minute video in Khmer or English).



### Submission Criteria:

#### Evidence of time in the industry:

- Number of properties rented and the total value of all rentals (per calendar month).
- Average duration of rental campaigns (time to rent the property).
- Highest value rental (include details).

#### Campaign example

At least one example of a property you rented during the Awards period:

- Results achieved (time to achieve the rental and the rental amount).
- Marketing conducted for the property (photos, sign boards, online marketing, video).
- Testimonial from client(s).
- Evidence of a strong personal brand.

#### Service to clients

Examples of how you provide a high level of customer service to your clients. Highlight what sets you apart and client testimonials. Evidence of variety of clients.

#### Services to employer (where relevant)

Examples of how you serve your agency and colleagues. Include testimonials from your manager and peers.

## BEST UP & COMING NEW AGENT

"THE RISING STAR"

Recognising the best up and coming new real estate agent with less than 2 years of experience



### Judging Criteria:

- Written Submission (plus optional 3-minute video in Khmer or English).



### Submission Criteria:

#### Evidence of time in the real estate industry

Provide evidence that you have worked in the real estate industry for a maximum of 2 years (For example written confirmation from your employer).

#### Key professional achievements

Outline key professional achievements since you have commenced working in the real estate industry, the years (maximum of 2 years) and why they are of significance (For example: growth of customers, sales / rental achievements, personal development, leadership and innovation).

#### Service to clients

Examples of how you provide a high level of customer service to your clients. Highlight what sets you apart and client testimonials.

#### Services to employer (where relevant)

Examples of how you serve your agency and colleagues. Include testimonials from your manager and peers.

## AGENT OF CHOICE TOP 3 PLACEHOLDERS

Recognising the general public's favorite real estate agents



### Judging Criteria:

- Votes via the Awards Website.



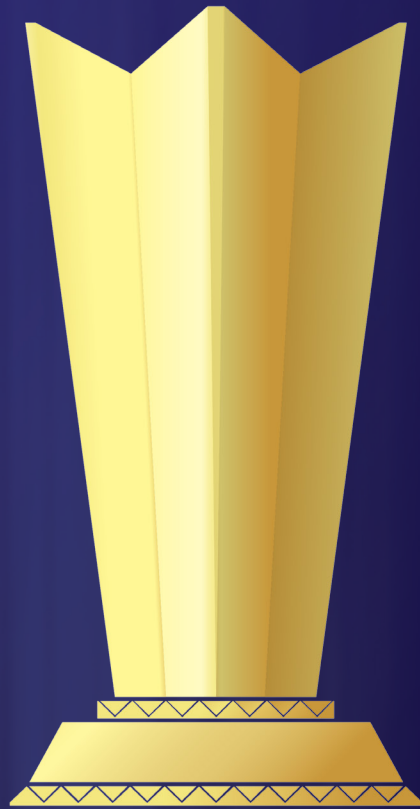
### Submission Criteria:

#### Written Agent Profile

- In 300 words or less briefly explain who you are, what sets you apart from other agents and why consumers should vote for you (displayed on Awards Website).

#### Video Agent Profile

- Maximum 3 minutes video presentation explaining who you are, what sets you apart from other agents and why consumers should vote for you (displayed on Awards Website).



CAMBODIA  
REAL ESTATE  
HALL OF FAME

## ABOUT CAMBODIA REAL ESTATE HALL OF FAME

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The Cambodia Real Estate Hall of Fame aims to honour an individual who has provided sustained leadership, made a pioneering contribution, and left an outstanding legacy to the real estate industry and the Cambodian community.

Successful nominees will be advised prior to the Awards Gala Dinner and be asked to prepare a short speech should they be declared the inaugural inductee.



Honouring an individual who has provided sustained leadership, made a pioneering contribution and left an outstanding legacy to the real estate industry and the Cambodian community

### Judging Criteria:

- Written Submission.

### Nomination Criteria:

- Nominations may be made by both nominees themselves or any member of the real estate industry or member of the public.
- Nominees must have historically served a minimum of 10 years in the real estate industry (may presently be retired or have left the industry) or in service to the real estate industry (for example a lawyer, economist, educator or Minister).
- The Awards period is unlimited - submissions may encompass achievements and evidence at any point in the past.

### Submission Criteria:

#### **Contribution to the Cambodian real estate industry**

Outstanding contributions to the Cambodian real estate industry and how these contributions have advanced the industry. For example: leadership, innovation, business success, services to the industry (such as reforms) or community service.

Please provide a detailed written submission, together with evidence and testimonials from peers within the real estate industry.

## THE AWARD TROPHY

### Inspiration

The CREA is a celebration of the achievements of the industry. The award trophy must be evocative of Cambodia real estate and iconic in nature.

Renowned Cambodian Architect Vann Molyvann and his iconic structures such as Independence Monument, the Olympic Stadium and the National Theatre have inspired this award. Vann Molyvann passed away in 2017, but will remain a figurehead of the industry for generations to come. This award offers a testament to that legacy.



### Creation

The Realestate.com.kh team spent many hours designing each part of the Awards trophy to encapsulate a part of Cambodia's iconic real estate landmarks.



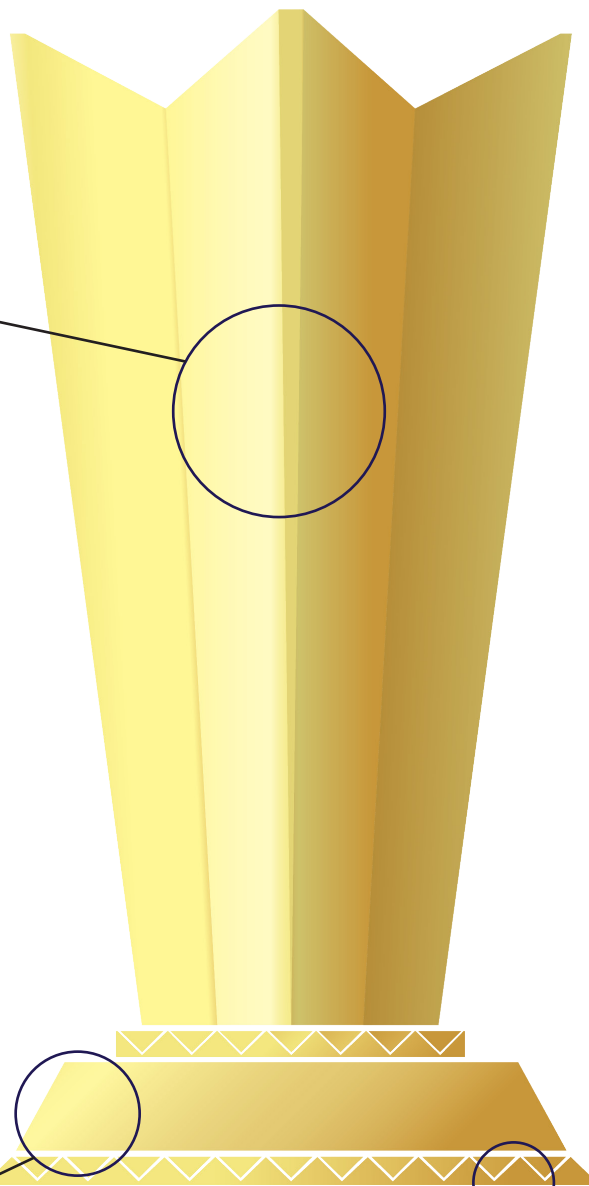
# 2018

CAMBODIA  
REAL ESTATE  
AWARDS

## THE AWARD TROPHY



Tridents and pillars



Stand



Bracing

## KEY DATES

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- Press Conference: xxxx
- Nomination Opens: xxxx
- Nomination Closes: xxxx
- Public Voting Opens: xxxx
- Public Voting Closes: xxxx
- Gala Dinner & Awards Ceremony:  
xxxx

# 2018

CAMBODIA  
REAL ESTATE  
AWARDS

## AWARDS GALA DINNER



The Cambodia Real Estate Awards Gala Dinner and Awards Presentation Ceremony will be held at Sofitel Phnom Penh Phokeethra on Thursday, 14th June 2018.



## CAMBODIA REAL ESTATE AWARDS TERMS

### Eligibility to Enter for an Award

The Realestate.com.kh Cambodia Real Estate Awards are presented to eligible real estate industry companies and individual professionals who the judges believe have shown excellence in the Award Categories during the period of 1 January 2017 - 31 December 2017, as judged by the relevant evidence supplied by entrants.

The Awards are operated by Realestate.com.kh (the trading name of Online Real Estate Co., Ltd.).

You are eligible to enter the Awards if:

1. Throughout the Awards period and as of the date of the Awards Gala Dinner, you (or if you are an individual agent the agency that you work for) were:
  - Registered with the Ministry of Economy & Finance (MEF) with the applicable licenses required for the relevant Award that you are entering or nominated for;
  - A member of the Cambodian Valuers & Estate Agents Association (individual agents applying for awards must also be registered with the CVEA).
2. Throughout the Awards period and as of the date of the Awards Gala Dinner none of the following matters apply to you:
  - a. You are the subject of, or are aware (or could reasonably be aware) that you are the subject of an inquiry by any Cambodian Government department regarding unpaid taxes or MEF licenses.
  - b. You are the subject of, or are aware (or could reasonably be aware) that you are to be a defendant in any criminal proceeding in Cambodia in relation to:
    - i. Bankruptcy
    - ii. Insolvency
    - iii. Dishonesty
    - iv. Fraud
    - v. Drugs
    - vi. Sex crimes (pornography, human trafficking, pedophilia)
    - vii. Bribery or corruption
    - viii. Misleading or deceptive conduct
    - ix. Trust moneys
    - x. Violence
    - xi. Taxation
3. You accept these terms and conditions of entry and confirm your eligibility to submit your nomination / entry.

# 2018

## CAMBODIA REAL ESTATE AWARDS

### Terms and Conditions of Entry

Please read and accept these terms and conditions before submitting your entry / nomination to enter the Awards.

1. The Awards categories, relevant criteria and terms and conditions contained in this Cambodia Real Estate Awards Handbook (Handbook) are the definitive eligibility and judging criteria for the Cambodia Real Estate Awards.
2. Each Award has its own criteria as set out in the Handbook. You must comply with the criteria. If your entry does not comply with the criteria it will be ineligible, but may be assigned to another category to which it does comply at the sole discretion of Realestate.com.kh.
3. Your entry must be submitted [via the Awards website / post / hand-delivered to REAKH offices] by [insert date and time]. Entries received after this time will be ineligible.
4. If Realestate.com.kh determines that there are insufficient or no eligible entries for one or more Awards, it may in its discretion extend the submission deadline for applicable Awards.
5. All Agency Award entries must be approved by a Director or CEO of the relevant agency and the name and phone number of the relevant approving Director must be contained in the entry.
6. All individual Agent Award entries must be made by the individual who is entering the relevant Award and by entering that individual therefore approves their entry.
7. Entries for the Cambodia Real Estate Hall of Fame may be made by anybody, on behalf of any person that meets the relevant eligibility criteria. Nominees will be advised and they may elect whether to approve their entry into the Awards.
8. Entrants (and those nominated individuals for the Cambodia Real Estate Hall of Fame) are solely responsible for costs and expenses incurred in preparing and submitting an entry and attending the Awards Gala Dinner.
9. On submitting an entry you agree:
  - a. You cannot withdraw your entry, add, alter or substitute it. You also confirm that the information in your entry is true and correct and the matters within it occurred entirely within the Awards period.
  - b. Your entry becomes the property of the Cambodia Real Estate Awards (as operated by Realestate.com.kh) and will not be returned to you.
  - c. It may be disqualified if you are ineligible to enter, or it does not meet the entry criteria, or contains false or misleading information. However, this disqualification will not be publicized.
  - d. If it is obvious to Realestate.com.kh that your entry has been submitted in an incorrect category, Realestate.com.kh may at its sole discretion assign it to a category that it considers appropriate, and such a decision is final and not open to question.
  - e. The identities of the specific judges of your entry are confidential and will not be disclosed to you.
  - f. The judges' decision on your entry is final and binding on you, and is not open to question or dispute.

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10. With the exception of all and any financial, rental, sales, or similar data - all of which will remain strictly confidential - Realestate.com.kh may use any part of your entry to promote the Awards by any medium, such as public voting for the Awards, the Awards winners, Gala Dinner Awards Speech and future Cambodia Real Estate Awards (or their equivalent). Any publicly available information that is submitted by nominees, such as Government Licensing, is not subject to the same strict confidentiality.
11. In relation to Awards based partly or wholly on public votes, Realestate.com.kh will promote the written, video and photographic images provided in your entry, inclusive of your company logo. Realestate.com.kh may also use other non-confidential aspects of application, including, but not limited to client testimonials.
12. Your contact details may be provided to suppliers and marketing agencies engaged by Realestate.com.kh to promote the Awards.
13. If you are the winner of an Award in the category in which you have entered (or to which you have been assigned by Realestate.com.kh) you will be licensed the use of the CREA Awards Seal and receive a Certificate in accordance with the terms contained in clause 14 below. Certain selected Awards winners may also receive an Awards Trophy as determined by Realestate.com.kh.
14. Limited licence to use the Cambodia Real Estate Awards Seal:
  - a. Realestate.com.kh owns the seal (logo image) depicted below:



[Relevant award]

- b. We grant the winners of the Awards a non-exclusive license to use the seal in connection with being a winner of one or more of the Cambodia Real Estate Awards 2018.
- c. Your licence to use the seal commences from the date of the announcement of you winning the Award (ordinarily the Cambodia Real Estate Awards Gala Dinner) and will continue until terminated by Realestate.com.kh at its sole discretion. You acknowledge that others will also be licensed the use of the seal.
- d. You acknowledge and agree to immediately cease using the seal at any point during the non-exclusive license should any of the matters contained in clause 2 of Eligibility Criteria apply to you.
- e. Your licence is exclusive to you and may not be assigned in any way (for instance if your real estate agency is renamed).
- f. You acknowledge that Realestate.com.kh owns the seal at all times and the licence to you does not create any right, title or intellectual property to it.
- g. You must use the seal in its entirety without any modification.
- h. Realestate.com.kh will not formulate any marketing material for you, nor provide you any assistance with your marketing or promotion.
- i. We disclaim all liability in relation to the use of the seal and you release us from any claim in relation to its use.
- j. Realestate.com.kh may change the design, colour, size or any other aspect of the seal. If we do so, we will notify you in writing to the email address contained in your entry submission and you agree to comply with the notified changes as soon as possible.
- k. Realestate.com.kh may terminate your license to use the seal for any reason and at any time and will notify you in writing to the email address contained in your entry and you agree to comply with this termination of license as soon as possible.



