



REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.

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PARTICIPATION QUALIFICATION FOR 2017 PRESIDENT'S AWARD

**To qualify, you need to attend any combination of the following to reach your goal of 100 points
Create your own menu of opportunities.**

_____ REALTOR® committee participation (*Must join by March 1st. serve on one or more committee(s) max. 30 pts.*) **30 pts**

_____ April 4, 2017 – RAPV Education Fair & Expo, MassMutual Center, Springfield. **30 pts**

_____ June 14, 2017 MAR Legislative Day on Beacon Hill- Boston. **30 pts**

_____ September 25, 26 & 27, 2017 – MAR Conference & Trade Show and NERC. **20 pts**

_____ November 3-6, 2017– NAR Conference & Trade Show, Chicago. **20 pts**

Membership Meetings

_____ January 12, 2017 – Annual Installation Banquet, Log Cabin, Holyoke. **20 pts**

_____ February 16, 2017 – President's Awards, Log Cabin, Holyoke. **20 pts**

_____ June 8, 2017 – Awards Banquet (Realtor® and Affiliate of the Year, Scholarship), Log Cabin, Holyoke. **20 pts**

_____ September 7, 2017 – Legislative Breakfast, Summit View Banquets, Holyoke. **20 pts**

_____ November 15, 2017 – Election of Officers and Directors, Delaney House, Holyoke **20 pts**

_____ December 14, 2017 – Holiday Luncheon, Log Cabin, Holyoke **20 pts**

Networking Events

_____ March 3, 2017 – Comedy Night (Community Service Committee), K of C Granby Road, Chicopee. **10 pts**

_____ March 16, 2017- President Rick's networking night. **10 pts**

_____ April 13, 2017- Trivia Night (Scholarship Committee), Dante Club, Springfield. **10 pts**

_____ May 11, 2017- Red Rose Pizza Party (Scholarship Committee), Red Rose, Springfield. **10 pts**

_____ May 24, 2017- Government Affairs Committee PAF Fundraiser, Munich House, Chicopee. **10 pts**

_____ June 15, 2017 – Annual Benefit Golf Tournament (Community Service Committee), Oak Ridge Country Club, Feeding Hills. **10 pts**

_____ August 24, 2017- Summer Networking Night, Brunelle's Marina, South Hadley. **10 pts**

_____ October 5, 2017 - Wine Tasting, (Scholarship Committee), Summit View, Holyoke. **10 pts**

_____ December 6, 2017 – NYC Bus Trip. **10 pts**

Professional Devolvement Taken Through RAPV

_____ Designation / Certification Programs, **15 pts** (March 16 & 17 CRS 204 Buying and Selling Real Estate, May 11th PSA, November 27th & 28th SRES)

_____ Fall Education Event, (Oct. 24, Log Cabin, Holyoke). **15 pts**

_____ YPN Tech Session & Social (April 12–Homesnap, Pasquale's, E. Long. & Sept.13-Social Media, Northampton) **10 pts each**

_____ "If the Realtor® Had Only Known" Series. **10 pts each** (March 22 Marijuana Law, July 19 Legal, Sept. 19 Social Media)

_____ Lunch and Learns (June 21 – Homesnap-RAPV) **10 pts each**

_____ REAL Trends with Steve Murry (October 27, 2017 - Sturbridge, MA) **10 pts each**

_____ Any CE (continuing education) class offered by RAPV **10 pts each**

*****All dates, locations and events are tentative and subject to change based on availability*****

The list is as of October 12, 2017.

Please be sure you sign in for all meetings and events.

The Review Committee takes the sign-in sheet as the qualifying record of your attendance.

1. 2017 sales criteria for agents and teams did not change from 2016. The Office Manager, DR or Broker Owner is required to verify, in writing, sales and service reported by the agent.

2017 Sales Criteria for Agents

<u>Platinum</u>	<u>Gold</u>	<u>Silver</u>	<u>Bronze</u>
\$10+ Million in Sales**	\$6+ to \$10 Million in Sales**	\$3+ to \$6 Million in Sales**	\$1 to \$3 Million in Sales**
or	or	or	or
48+ Units*	37+ Units*	24-36 Units*	16-23 Units*

2. **All Membership Meetings and Networking events have sign-in sheets. Please be sure you sign in for all meetings and events. The Review Committee takes the sign-in sheet as the qualifying record of your attendance.**
3. No trading of reservation will be allowed.

**Each Unit will be a documented transaction as provided by the office manager/Designated Realtor® on any MLS or non-MLS sales.*

***To include Commercial and Residential annual lease/rental dollar amounts in the dollar volume area with Broker written verification of said amounts.*

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Amended by the Board of Directors – December 13, 2016

Updated October 12, 2017