



**REALTOR® Association of Pioneer Valley**  
 221 Industry Avenue, Springfield, Massachusetts 01104-3246  
 Telephone: (413) 785-1328 Fax: (413) 731-7125



**FOR THE PERIOD: JANUARY 1, 2017 - DECEMBER 31, 2017**  
**DEADLINE: RETURN BY 4:45 PM ON WEDNESDAY, JANUARY 10, 2018.**

## PRESIDENT'S AND NEWCOMER APPLICATION FORM

PLEASE PRINT

Name: \_\_\_\_\_  
 Office: \_\_\_\_\_  
 Address: \_\_\_\_\_

**\*Must Check One:**      **2017 President's Award**         **2017 Newcomer of the Year 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 1<sup>st</sup>* 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 26 & 27, 2017 – MAR Conference & Trade Show. **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, The 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 Program- (Mar. 16 &17 CRS, Buying & Selling RE, May 11<sup>th</sup> PSA, Nov. 27-28 SRES), **15 pts each**
- \_\_\_\_\_ Fall Education Event, Economic Forecast (Oct. 24, Log Cabin, Holyoke). **15 pts**
- \_\_\_\_\_ YPN Tech Session & Social (April 12–Homesnap, Pasquale’s, E. Long. & Sept., 14 – Social Media, Northampton) **10 pts each**
- \_\_\_\_\_ “If the Realtor® Had Only Known” Series. **10 pts each** (March 22 – Marijuana Laws, 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**
- \_\_\_\_\_ Train Your Brain for Success (December 12, 2017) **10 pts**

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

### **NOTE: Required.**

1. Members applying for a President’s Award must have completed the NAR Code of Ethics training requirement and submit proof to RAPV by December 31, 2017.
2. Taken new member Orientation.
3. Paid all financial obligations to RAPV.
4. The Office Manager, Designated Realtor® or Broker Owner is required to verify, in writing, sales and service reported by the agent.
5. All Membership Meetings and Networking events have sign-in sheets. Please be sure you signed-in for all meetings and events.  
**The Review Committee takes the sign-in sheet as the qualifying record of your attendance.**
6. If you are using someone else’s reservation, you had to specify such on the sign-in sheet. If you purchase a ticket and are unable to attend a meeting or event you can not take credit for being there.

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## **RULES FOR SUBMITTING APPLICATION FOR NEWCOMER, SINGLE APPLICANT OR TEAM**

1. Name of applicant must be as it appears on the real estate license.
2. Applications **MUST BE RECEIVED** at the Association office **BY 4:45 p.m. WEDNESDAY, JANUARY 10, 2018**  
**NO EXCEPTIONS.**
3. All decisions of the Selection Committee are final.
4. All properties, whether listed or sold in another board’s MLS will qualify BUT MUST be properly noted as being listed with another MLS, or as a non-MLS transaction.
5. If you have reassociated/transferred to a new office during 2017, please be aware that your current manager/Broker or Designated Realtor® may sign this form for you.

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### **Newcomer Eligibility Award:**

1. REALTOR® Newcomer must have membership for one full calendar year.
2. REALTOR® Newcomer must have been licensed in the past 18 months
  - a. Must have attended and completed RAPV Orientation
  - b. Must be nominated by their home office, based on office and community involvement
  - c. Must have worked as a first time REALTOR® for said office
  - d. Newcomer must have sold eight properties, or properties worth \$1,000,000 in the past 18 months
3. Must meet the SERVICE QUALIFICATION as listed on the first page of this application.

***If there are multiple applicants for the Newcomer Award, the recipient will be the applicant who is the top producer amongst the applicants.***

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## **Eligibility for the President's Award in Gold, Silver and Bronze (single):**

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1. Must meet the SERVICE QUALIFICATION as indicated on page one of this application.
2. In addition, the following sales goals must be met:

<b><u>Platinum</u></b>	<b><u>Gold</u></b>	<b><u>Silver</u></b>	<b><u>Bronze</u></b>
\$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*

*\*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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## **Eligibility for Team President's Award in Gold, Silver, or Bronze:**

### **1. Definition of a team**

For purposes of the RAPV President's Award, a team is defined as two or more RAPV members in good standing who: A) have an assigned team ID in MLS PIN, or: B) are defined as a team by the agents' broker/DR/manager via written verification from the broker/DR/manager.

### **Application requirement**

If defined as a team via a team ID in MLS PIN, or by the agents' broker/DR/manager, you are required to apply as a team. You may not apply for a team and individual award in the same year.

**List Name(s) of ALL Team Members:** \_\_\_\_\_

\_\_\_\_\_

### **2. Team Volume and Sales**

<b><u>Platinum</u></b>	<b><u>Gold</u></b>	<b><u>Silver</u></b>	<b><u>Bronze</u></b>
\$18 Million in Sales/Transactions*	\$12+ Million in Sales/Transactions*	\$6+ to \$12 Million in Sales/Transactions*	\$2 to \$6 Million in Sales/Transactions*
or	or	or	or
85+ Units	73+ Units	47-72 Units	32-46 Units

*\*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.*

**3. All team members must be in good standing to qualify. A member is good standing means:**

- a. You must have completed the NAR Code of Ethics training requirement and submit proof to RAPV by December 31, 2017.
- b. Taken new member Orientation.
- c. Paid all financial obligations to RAPV.

**NOTE:**

Fifty percent (50%) of a team, must meet the SERVICE QUALIFICATION as stated on the first page of this application.

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**SERVICE AND SALES QUALIFICATION**

I hereby certify that the above service and sales information is correct as indicated.

\_\_\_\_\_  
Salesperson: print name, phone and email

\_\_\_\_\_  
Designated Realtor® /Manager print name ,email,  
phone

\_\_\_\_\_  
Salesperson's signature

\_\_\_\_\_  
DR/Manager signature \*

**\*NOTE: By signing as the responsible DR/Manager/broker-owner, I verify I have read and understood the application and the sales certification rules below. I certify that the sales documentation which I submit on behalf of the sales agent meets the requirements as outlined.**



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**TO: OFFICE MANAGER, DESIGNATED REALTOR®, BROKER OWNER**  
**FROM: PRESIDENT'S AWARD SELECTION REVIEW COMMITTEE**

**AS THE PARTY RESPONSIBLE FOR THE ACCURACY OF THE SERVICE AND SALES REPORTED BY THE SALES AGENT(S) YOU VERIFY:**

- Each unit, and sales volume, is a documented transaction in MLS PIN, other MLS, or is a non-MLS transaction.
- Where applicable, each unit includes commercial and residential annual lease/rental dollar amounts in the dollar volume area.

**REQUIRED:**

- A snapshot of the MLS report
- Date of the transaction
- If a non-MLS transaction, it must be the actual sale or listing and submitted with acceptable documentation
- The agent must be the primary listing or selling agent.
- Only the primary agent is credited with the sale. It can be the individual or the team, but not both.

**THE REVIEW COMMITTEE MAY REQUEST ADDITIONAL DOCUMENTATION.**