



## REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.

221 Industry Avenue, Springfield, MA 01104  
413-785-1328 phone 413-731-7125 fax <http://www.rapv.com>



# 2018 PRESIDENT'S AWARD PARTICIPATION QUALIFICATIONS

*Meeting/Event schedule as of May 10, 2018*

**To qualify, you need to attend any combination of the following to reach your goal of 100 points. Create your own menu of opportunities. You are NOT REQUIRED to serve on a committee to qualify.**

### SERVICE REQUIREMENT

**Individual:** Must attend any combination of the following to reach your goal of 100 points.

**Team:** 50% of the team members must reach individual goals of 100 points **or** the team must accumulatively reach 400 or more points.

### Service Opportunities

- \_\_\_\_\_ RPAC Major Investor (an investment of \$1,000.00 or more). **50 pts**
- \_\_\_\_\_ RPAC Investment of at least \$250.00. **20 pts**
- \_\_\_\_\_ REALTOR® Committee participation (*Must join by March 1<sup>st</sup>, 2018*). **30 pts max**
- \_\_\_\_\_ MAR Legislative Day on Beacon Hill- Boston - June 7, 2018. **30 pts**

### Membership Meetings

- \_\_\_\_\_ January 9, 2018 – Annual Installation Banquet, Log Cabin, Holyoke. **20 pts**
- \_\_\_\_\_ February 15, 2018 – President's Awards, Log Cabin, Holyoke. **20 pts**
- \_\_\_\_\_ June 14, 2018 – Awards Banquet (Realtor® and Affiliate of the Year, Scholarship), Log Cabin, Holyoke. **20 pts**
- \_\_\_\_\_ September 13, 2018 – Legislative Breakfast, Summit View Banquets, Holyoke. **20 pts**
- \_\_\_\_\_ November 8, 2018 – Election of Officers and Directors, Delaney House, Holyoke. **20 pts**
- \_\_\_\_\_ December 5 2018 – Holiday Luncheon, Chez' Joseph. **20 pts**

### Networking Events

- \_\_\_\_\_ March 2, 2018 – Comedy Night (Community Service Committee), K of C Granby Road, Chicopee. **10 pts**
- \_\_\_\_\_ March 28, 2018- Trivia Night (Scholarship Committee), Dante Club, Springfield. **10 pts**
- \_\_\_\_\_ May 10, 2018- Red Rose Pizza Party (Scholarship Committee), Red Rose, Springfield. **10 pts**
- \_\_\_\_\_ June 6, 2018 - Government Affairs Committee Brew-fest, Fort Hill, Easthampton **10 pts**
- \_\_\_\_\_ June 21, 2018 – Annual Benefit Golf Tournament (Community Service Committee), Oak Ridge Country Club, Feeding Hills. **10 pts**
- \_\_\_\_\_ August 9, 2018- Summer Networking Night, Brunelle's Marina, South Hadley. **10 pts**
- \_\_\_\_\_ October 17, 2018 - Wine Tasting, (Scholarship Committee) Storowton Carriage House **10 pts**
- \_\_\_\_\_ December 12, 2018 – NYC Bus Trip. **10 pts**

**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.**

## **Professional Development Taken Through RAPV – and NAR and MAR Conferences**

- \_\_\_\_\_ March 9, 2018 – Realtor® Safety. **10 pts**
- \_\_\_\_\_ April 3, 2018 – RAPV Education Fair & Expo, MassMutual Center, Springfield. **30 pts**
- \_\_\_\_\_ July 12, 2018 – DR Mastermind Roundtable, RAPV. **10 pts**
- \_\_\_\_\_ September 5 and 6, 2018 – NAR New England Regional Committee Conference, Bretton Woods NH. **20 pts**
- \_\_\_\_\_ September 27, 2018 – MAR Conference & Trade Show, DCU Center **20 pts**
- \_\_\_\_\_ Oct 31, 2018 – November 5, 2018– NAR Conference & Trade Show, Boston. **20 pts**
- \_\_\_\_\_ Any CE (continuing education) class offered by RAPV. **10 pts each**
- \_\_\_\_\_ Designation/Certification Programs (April 25<sup>th</sup> PSA, May 30<sup>th</sup> & 31<sup>st</sup> SRES, CRB, June 26<sup>th</sup>, others TBD) **15 pts.**
- \_\_\_\_\_ “If the Realtor® Had Only Known” Series. (Feb. 27<sup>th</sup>, April 24<sup>th</sup> – others TBD) **10 pts each**
- \_\_\_\_\_ Lunch & Learns (March 7<sup>th</sup>, May 16<sup>th</sup>, and others - TBD) **10 pts each**
- \_\_\_\_\_ YPN Tech Socials (April 25<sup>th</sup>, June 27<sup>th</sup>, Sept. 26<sup>th</sup>, Oct. 24<sup>th</sup> location TBD) **10 pts each**

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

## **SALES/VOLUME CRITERIA**

Must meet the SERVICE QUALIFICATION as indicated on page one and two of this application. The Office Manager, DR or Broker Owner is required to verify, in writing, sales and service reported by the agent.

### **Individual Volume and Sales Goals**

<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*

### **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.**