



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 August 1, 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 1st 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 Josef, Agawam. **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), Storrowton Carriage House, West Springfield **10 pts**
- _____ November 14, 2018 – Paint & Sip (Scholarship Committee), Hooters, West Springfield. **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**
- _____ 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 25th PSA, May 30th & 31st SRES, CRB, June 26th, others TBD) **15 pts.**
- _____ “If the Realtor® Had Only Known” Series. (Feb. 27th, April 24th – others TBD) **10 pts each**
- _____ Lunch & Learns (March 7th, May 16th, October 17th) **10 pts each**
- _____ YPN Tech Socials (April 25th, June 27th, Sept. 26th, Oct. 24th) **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

<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*

Team Volume and Sales

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