



REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.

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413-785-1328 phone 413-731-7125 fax <http://www.rapv.com>



2018 PRESIDENT'S AWARD PARTICIPATION QUALIFICATIONS

Meeting/Event schedule as of March 8, 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, The 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**
- _____ **Government Affairs Committee PAF Fundraiser. (DATE AND LOCATION TBD) 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 2018 - Wine Tasting, (Scholarship Committee) (DATE AND LOCATION TBD) 10 pts**
- _____ **December 2018 – NYC Bus Trip. (DATE TBD) 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**
- _____ September 5 and 6, 2018 – NAR New England Regional Committee Conference, Bretton Woods NH. **20 pts**
- _____ **September 2018 – MAR Conference & Trade Show. (DATE AND LOCATION TBD) 20 pts**
- _____ Oct 31 – November 5, 2018– NAR Conference & Trade Show, Boston. **20 pts**
- _____ Any CE (continuing education) class offered by RAPV. **10 pts each**
- _____ Designation/Certification Programs (May 30th & 31st SRES, others TBD) **15 pts.**
- _____ “If the Realtor® Had Only Known” Series. (Feb. 27th, April 24th – others TBD) **10 pts each**
- _____ Lunch & Learns (March 7th, others - TBD) **10 pts each**
- _____ YPN Tech Socials (April 25th, others 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

<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.**