



**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 NEWCOMER OF THE YEAR AWARD  
APPLICATION**

**FOR THE PERIOD: JANUARY 1, 2018 - DECEMBER 31, 2018**

**DEADLINE: RETURN BY 4:45 PM ON THURSDAY, JANUARY 10, 2019**

**NEWCOMER OF THE YEAR APPLICATION**

PLEASE PRINT (*you may self-nominate*)

Name \_\_\_\_\_ Date License was issued \_\_\_\_\_

Company \_\_\_\_\_ Name of Broker \_\_\_\_\_

Name of Manager \_\_\_\_\_ Self-Nominating \_\_\_\_YES \_\_\_\_NO

**SERVICE REQUIREMENT**

**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 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**
- \_\_\_\_\_ June 7, 2018. MAR Legislative Day on Beacon Hill- Boston. **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**
- \_\_\_\_\_ June 6, 2018 Government Affairs Brewfest **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 Carraige House **10 pts**
- \_\_\_\_\_ December 12, 2018 – NYC Bus Trip **10 pts**

## **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. (Sept. 27<sup>th</sup>, DCU Center) **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 30<sup>th</sup> & 31<sup>st</sup> SRES, TBD) **15 pts.**
- \_\_\_\_\_ “If the Realtor® Had Only Known” Series. (Feb. 27<sup>th</sup>, April 24<sup>th</sup>, Sept., 24<sup>th</sup> Safety Program) **10 pts each**
- \_\_\_\_\_ Lunch & Learns (March 7<sup>th</sup>, May 16<sup>th</sup>, October 17<sup>th</sup>) **10 pts each**
- \_\_\_\_\_ YPN Tech Socials (April 25<sup>th</sup>, June 27<sup>th</sup>, September 26<sup>th</sup>) **10 pts each**

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

## **MEMBERSHIP REQUIREMENTS**

1. Members applying for the Newcomer Award must be in good standing. A member in good standing means:
  - Having completed New Member Orientation and completed the NAR Code of Ethics training requirement by December 2018.
  - Paid all financial obligations to RAPV.
2. The Office Manager, Designated Realtor® or Broker Owner is required to verify, in writing, sales and service reported by the agents.
3. All membership meetings and networking events have sign-in sheets. Members must have signed-in for all meetings and events to be given credit. The Review Committee reviews the sign-in sheet as the qualifying record of your attendance. 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 **cannot** take credit.

## **RULES FOR SUBMITTING APPLICATION FOR NEWCOMER AWARD**

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. THURSDAY, JANUARY 10, 2019. 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 2018, please be aware that your current manager/Broker or Designated Realtor® may sign this form for you.
6. Newcomers are automatically entered into the Individual President's Award.

## **ELIGIBILITY**

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 and the NAR required Code of Ethics
  - b. May self-nominate or 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.

*\*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.*

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

\*\*\*

## **SERVICE AND SALES QUALIFICATION VERIFICATION**

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, phone and email.

\_\_\_\_\_  
Team Leader (if applicable) print name, phone and email

Salesperson's signature \_\_\_\_\_ DR/Manager signature\* \_\_\_\_\_

**\*NOTE: By signing as the responsible DR/Manager/broker-owner, I verify I have read and understand 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.**



**REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.**

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



**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 (submit My Market Share Report), 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:**

- Submit a one page total of volume and units. DO NOT SEND A COPY OF EVERY PROPERY TRANSACTION.
- If a non-MLS transaction, it must be the actual sale or listing and submitted with acceptable documentation; such as a letter from the broker detailing the sale (date, address, sale price)
- 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.**

**INCOMPLETE APPLICATIONS WILL BE RETURNED AND MUST BE RESUBMITTED WITHIN 3 BUSINESS DAYS.**

K://PresidentsAward/2018/2018.Pres.Award.Application