



REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.

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2019 PRESIDENT'S AWARD PARTICIPATION QUALIFICATIONS

Meeting/Event schedule as of February 1, 2019

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 2019*). **30 pts max**
- _____ MAR Legislative Day on Beacon Hill- Boston – June 12, 2019. **30 pts**

Membership Meetings

- _____ January 10, 2019 – Annual Installation Banquet, Hadley Farms Meeting House, Hadley. **20 pts**
- _____ February 21, 2019 – President's Awards, Log Cabin, Holyoke. **20 pts**
- _____ June 13, 2019 – Awards Banquet (Realtor® and Affiliate of the Year, Scholarship), Log Cabin, Holyoke. **20 pts**
- _____ September 5, 2019 – Legislative Breakfast, Summit View Banquets, Holyoke. **20 pts**
- _____ November 14, 2019 – Election of Officers and Directors, Delaney House, Holyoke. **20 pts**
- _____ December 12, 2019 – Holiday Luncheon, Chez Josef. **20 pts**

Networking Events

- _____ March 1, 2019 – Comedy Night (Community Service Committee), K of C Granby Road, Chicopee. **10 pts**
- _____ **Date TBD, 2019- Trivia Night (Scholarship Committee). 10 pts**
- _____ April 1, 2019- Major Investor Event (Government Affairs Committee) Latitude's Restaurant . **10 pts**
- _____ May 8, 2019- Red Rose Pizza Party (Scholarship Committee), Red Rose, Springfield. **10 pts**
- _____ June 5, 2019 – Brew-fest (Government Affairs) Fort Hill Brewery. **10pts.**
- _____ June 20, 2019 – Annual Benefit Golf Tournament (Community Service Committee), Oak Ridge Country Club, Feeding Hills. **10 pts**
- _____ August 8, 2019- Summer Networking Night, Brunelle's Marina, South Hadley. **10 pts**
- _____ October 8, 2019 - Wine Tasting (Scholarship Committee), Storowton Carriage House, West Springfield **10 pts**
- _____ December 4, 2019– 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

- _____ April 2, 2019 – RAPV Education Fair & Expo, MassMutual Center, Springfield. **30 pts**
- _____ May 13-18, 2019 –NAR Mid-Year Conferences, Washington, DC. **10 pts**
- _____ August 19-23, 2019 NAR Regional Meetings **Location TBD. 20 pts**
- _____ September 10-11, 2019 – MAR Conference & Trade Show, Mass Mutual Center **20 pts**
- _____ November 8-11, 2019 – NAR Conference & Trade Show, San Francisco, CA. **20 pts**
- _____ Any CE (continuing education) class offered by RAPV. **10 pts each**
- _____ Designation/Certification Programs (May 1-2nd RENE, Sept. 19th CRB) **15 pts.**
- _____ “If the Realtor® Had Only Known” Series. (March 8th **others TBD**) **10 pts each**
- _____ Lunch & Learns (Jan. 23, May 15 **other dates TBD**,) **10 pts each**
- _____ YPN Tech Socials (March 13, **other dates 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.***