



**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 1<sup>st</sup> 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**
- \_\_\_\_\_ April 25, 2019 Paint and Sip Night, Polish American Citizen's Club, South Deerfield (Scholarship Committee). **10 pts**
- \_\_\_\_\_ Date TBD 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**
- \_\_\_\_\_ July 24, 2019- Trivia Night (Scholarship Committee). **10 pts**
- \_\_\_\_\_ August 8, 2019- Summer Networking Night, Brunelle's Marina, South Hadley. **10 pts**
- \_\_\_\_\_ October 8, 2019 - Wine Tasting (Scholarship Committee), Storrowton 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 1-2<sup>nd</sup> RENE, Sept. 19<sup>th</sup> CRB) **15 pts.**
- \_\_\_\_\_ “If the Realtor® Had Only Known” Series. (March 8<sup>th</sup> **others TBD**) **10 pts each**
- \_\_\_\_\_ Lunch & Learns (Jan. 23, May 15 **other dates TBD**, ) **10 pts each**
- \_\_\_\_\_ YPN Tech Socials (March 13, July 17, **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

#### Platinum

\$10+ Million in  
Sales\*\*  
or  
48+ Units\*

#### Gold

\$6+ to \$10 Million  
in Sales\*\*  
or  
37+ Units\*

#### Silver

\$3+ to \$6 Million  
in Sales\*\*  
or  
24-36 Units\*

#### Bronze

\$1 to \$3 Million in  
Sales\*\*  
or  
16-23 Units\*

### Team Volume and Sales

#### Platinum

\$18 Million  
in  
Sales/Transactions\*  
or  
85+ Units

#### Gold

\$12+ Million  
in  
Sales/Transactions\*  
or  
73+ Units

#### Silver

\$6+ to \$12 Million  
in  
Sales/Transactions\*  
or  
47-72 Units

#### Bronze

\$2 to \$6 Million  
in  
Sales/Transactions\*  
or  
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.**