



REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.
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2020 PRESIDENT'S AWARD PARTICIPATION QUALIFICATIONS

Meeting/Event schedule as of July 15, 2020

*The President's Award Qualifications has changed this year due to COVID.
Points to qualify have been lowered to 80*

To qualify, you need to attend any combination of the following to reach your goal of 80 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 80 points.

Team: 50% of the team members must reach individual goals of 80 points or the team must accumulatively reach 320 or more points.

Service Opportunities

- _____ RPAC Major Investor (an investment of \$1,000.00 or more). **50 pts**
- _____ RPAC Investment of at least \$75. **5 pts**
- _____ RPAC Investment of at least \$150. **10 pts**
- _____ RPAC Investment of at least \$250.00. **20 pts**
- _____ REALTOR® Committee participation (*Must join by March 1, 2020*). **30 pts max**
- _____ MAR Legislative Week of Advocacy (Must have attended virtually) **30 pts**

Membership Meetings

- _____ January 9, 2020 – Annual Installation Banquet, Log Cabin, Holyoke. **20 pts**
- _____ February 20, 2020 – President's Awards, Log Cabin, Holyoke. **20 pts**

Networking Events

- _____ March 6, 2020 – Comedy Night (*Community Service Committee*), K of C Granby Road, Chicopee. **10 pts**
- _____ August 13, 2020 – Game Night (Affiliate-Realtor Committee), Virtual. **10 pts**.
- _____ August 27, 2020 – RPAC Virtual Cocktail Class (*Government Affairs Committee*). **10 pts**
- _____ October 1, 2020- Benefit Golf Tournament (Community Service Committee), Crestview Country Club, Agawam. **10 pts**

Professional Development Taken Through RAPV, NAR and MAR Conferences

- _____ January 14, 2020 - Tax Strategies for REALTORS® **10 pts**
- _____ February 21, 2020 - Explode Technology Conference, RAPV. **10 pts**.
- _____ "If the Realtor® Had Only Known" Series. (*April 22nd, June 18th, July 23rd, TBD*) **10 pts each**

- _____ May 6th – Ten Things to Do Today w/Jody O’Brien **10 pts**
- _____ May 11-15, 2020 –NAR Mid-Year Virtual Conferences, Washington, DC. **10 pts**
- _____ May 27th – Ten Marketing Tips Post Quarantine w/Jody O’Brien **10 pts**
- _____ June 3rd – Networking Virtually w/Matt Ward **10 pts.**
- _____ Oct. 7th – Cyber Security & Personal Awareness with Robert Siciliano **10 pts.**
- _____ Oct. 20th – Lending and Legal Updates with Affiliate-Realtor® Committee **10 pts.**
- _____ Any CE (continuing education) class offered by RAPV (*over 40 opportunities*). **10 pts each**
- _____ R.I.S.E. Program (*offered Feb, May & Oct.*) **15 pts**
- _____ Designation Program (*include copy of completion certificate*) **20 pts**
- _____ Certification Program (*include copy of completion certificate*) **15 pts**
- _____ Commitment to Excellence (**C2EX**) **30 pts**
- _____ YPN Lunch and Learns (*Feb. 27, April 8, May19*) **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.***