

Central Carolina REALTORS® Association
2023 Residential Circle of Excellence
Rules and Regulations

- I. Any active Central Carolina REALTORS® Association (CCRA) member who is licensed with the SC Real Estate Commission and in good standing with CCRA, and whose income is derived from **actively listing or selling** real estate is eligible for membership in the Circle of Excellence.

- II. Persons joining the Association during the qualifying year are only eligible for credit of GCI and Transaction Sides received after the date on the membership application filed in the Association office. **(Exception: Waiver granted to REALTORS® gained by CCRA through merger and/or dissolution.)** GCI or Transaction Sides received prior to the date shall not be included in calculating total GCI or number of Transaction Sides.

- III. A “qualifying year” shall be for a twelve-month period beginning **January 1** and running through **December 31**. The deadline to donate towards participation points shall coincide with the application deadline of **Feb 5, 2024**.
NOTE: Individual and team applicants MUST submit an official agency print-out signed by the Broker-in-Charge, including agency name and applicant or team leader’s name. Print-outs must show total GCI or total sides. No exceptions will be made.
GCI is gross commission income. It is the amount of income you produced in your transactions, BEFORE any splits with the broker. Referral fees may be used as GCI. Residual income may NOT be used as GCI, nor added to the total Transaction Sides. A member must have a minimum of \$50,000 in GCI and 10,000 participation points are required to qualify, no points may be added to GCI before reaching the GCI minimum. Points over 10,000 can be used to advance to another level or to gain the Star of Distinction designation.
All GCI must be obtained through a CCRA member firm. Any GCI printout submitted from a non-CCRA member firm will not be included in an applicant’s total.
**If two or more agents are co-listing or co-selling agents on a transaction, the GCI credit or Sides credit shall be split equally among them. No individual agent may claim the entire GCI if the transaction was shared.*

- IV. To qualify for **individual** recognition based on **GCI**, an individual must meet the following requirements for each of the designated levels below:
Bronze Level: Min of \$50,000 (At least \$50,000 in GCI & 10,000 Participation Points*)
Bronze Level with Star of Distinction: Min of \$50,000 (At least \$50,000 in GCI & 15,000 or more Participation Points)
Silver Level: Min of \$100,000 (At least \$100,000 GCI & 10,000 Participation Points*)
Silver Level with Star of Distinction: Min of \$100,000 (At least \$100,000 GCI & 20,000 or more Participation Points)
Gold Level: Min of \$150,000 (At least \$150,000 GCI & 10,000 Participation Points*)
Gold Level with Star of Distinction: Min of \$150,000 (At least \$150,000 GCI & 25,000 or more Participation Points)
Platinum Level: Min of \$200,000 (At least \$200,000 GCI & 10,000 Participation Points*)
Platinum Level with Star of Distinction: Min of \$200,000 (At least \$200,000 GCI & 30,000 or more Participation Points)
Diamond Level: Min of \$300,000 (At least \$300,000 GCI & 10,000 Participation Points*)
Diamond Level with Star of Distinction: Min of \$300,000 (At least \$300,000 GCI & 35,000 or more Participation Points)

***50% of 10,000 Participation Points must be achieved through physical and/or online attendance of events, classes or committee involvement. (Opportunities for participation are released each Tuesday morning via CCRA email Weekly Updates and a calendar of events can be found on the CCRA website.)**

Note: Any points exceeding the required 10,000 can be used toward your total GCI and/or toward your Star of Distinction; however, you will only be able to move up one level and participation cannot be duplicated. [See Appendix for Examples]

- V.** To qualify for **team** recognition, a team's total **GCI and participation points** shall be divided equally among the number of team members. Total participation points can be used to advance to another level and/or obtain the Star of Distinction; however, each team member must have a minimum of 10,000 participation points. Team leader is responsible for identifying team members. Recognition shall be as a team, not as individual members of a team. Same requirements as above apply. (Team picture required.) [See Appendix for Examples]
- VI.** An **individual or team** may also qualify based on the number of **transaction sides** closed and the recognition levels are the same as above. Each side translates to 2,500 points. [See Appendix for Examples]
- VII.** **Broker-in-Charge Award:** Any Broker-in-Charge (BIC) that has at least one agent recipient, under their license in LLR, is eligible for the Broker-in-Charge Award. The award will be presented to the BIC with the most overall recipients. Multiple awards may be awarded based on BIC's firm sizes. A BIC that is licensed in more than one office will have every licensee counted for the BIC's overall total. All team recipients count as one agent toward the overall total. A BIC recipient will not be counted in the overall total.
- VIII. Participation Points:**
Each member's responsibility is to retain participation points to be submitted with application of the Circle of Excellence. Half (50%) of 10,000 Participation Points must be achieved through physical and/or online attendance of events, classes or committee involvement. Please see the appendix for examples of opportunities and Participation Points. Always check the Tuesday morning CCRA Weekly Update and calendar of events found on the CCRA website. CCRA MUST verify all participation points. In the event of a discrepancy, the committee will defer to CCRA records. **No exceptions will be made.**
- IX. Member Standing:** Applicant must be a member of the Central Carolina REALTORS® Association in good standing at the time of election and the time of presentation of awards. **Any GCI acquired during a period of non-membership will not be counted in an applicant's overall total.**
- X. Secondary Membership:** **All CCRA secondary members have the same eligibility requirements of primary members. In order for a secondary member to qualify for the Circle of Excellence, that member's Broker-in-Charge/Designated REALTOR® must be a member of CCRA. Any company printout submitted from a non-CCRA member firm will not be included in an applicant's total.**
- XI.** The Circle of Excellence of the Central Carolina REALTORS® Association has been established **and is sponsored** by the Central Carolina REALTORS® Association, and all actions of the Circle **of Excellence** shall be subject to approval of the Board of Directors of the Central Carolina REALTORS® Association. The Taskforce shall include no more than 4 members from any single company, **and**

cannot constitute more than 50% of the Taskforce (not including the non-selling Broker-in-Charge position). There shall be at least one taskforce member who is part of a Sales “Team” and a non-selling Broker-in-Charge with at least one agent that was a recipient the previous year. All Taskforce members shall be a recipient of the most recent Circle of Excellence Award.

XII. As in the case of all organizations ~~sponsored~~ authorized by the Central Carolina REALTORS® Association, active membership in the Circle of Excellence shall be contingent upon membership in good standing in the Central Carolina REALTORS® Association. If for any reason, a member of the Circle of Excellence ceases to be a member of the Central Carolina REALTORS® Association, his active membership in the Circle of Excellence is automatically terminated. ~~Life Time Membership shall not be thus terminated, but a Life Time Member who ceases to be a member of the Central Carolina REALTORS® Association shall have no vote or voice in the Circle of Excellence.~~

XIII. The information submitted by applicants is accessible only to the CCRA Staff, the Circle of Excellence Taskforce Chairs and the Board of Directors and will be handled in a confidential manner.

XIV. Any advertising for Circle of Excellence Members using the Central Carolina REALTORS® Association designation shall be governed by the Rules and Regulations of the Central Carolina REALTORS® Association Circle of Excellence. Members of the Circle of Excellence shall be authorized to use the term “Circle of Excellence” on calling card, letterheads and other advertising only during the year in which they are members of the Circle of Excellence. Life Time Members of the Circle of Excellence, that maintain membership in good standing with CCRA, shall be eligible to use the term “Circle of Excellence” as long as they live.

XV. A Life Time Member is one who has achieved active membership in the Circle of Excellence for 5 of the last 7 years. All New Life Time Members and Active Life Time Members designation shall be automatic upon their qualification.

XVI. ~~Beginning in 2023 for the 2022 Circle of Excellence Awards Gala, a~~ A recipient who has achieved active membership in the Circle of Excellence for 10 consecutive years, will be awarded the Legacy Member Award. This award is not retroactive.

XVII. A member of the Circle of Excellence will be recognized as affiliated with the firm in which he/she was affiliated as of December 31st of the qualifying year.

XVIII. The applicant must submit a completed application, point sheet and proof of GCI to CCRA, by the required deadline, and by means as stated on the COE Application, to qualify for the Circle of Excellence. The applicant is responsible for verifying that the application, point sheet and proof of GCI have all been received by CCRA.

XIX. Rules and regulations governing ~~membership~~ the Circle of Excellence must be published ~~prior to~~ on or before April 30 of the qualifying year. An exception of this may take place should the Circle of Excellence Taskforce, with the approval of the Board of Directors, deem special changes to be necessary.

Appendix

Participation Points are to be awarded, but not limited, to the following:

Continuing Education through the Association	1,000 points/credit hour w/2 hr. minimum
Participating in a Board Sponsored "Pay to go" Event (Ex: <i>REALTOR® luncheon, RPAC fundraiser, Thanksgiving Breakfast, Boos and Baskets, etc.</i>)	2,500 points
Affiliate Recruitment	2,500 points
Serving on a committee, CCRA/SCR Board of Directors	5,000 points
Serving on a Taskforce	2,500 points
Attending a SCR Convention (Excludes NAR Director and current BOD President)	7,500 points
CCRA Golf Tournament	7,500 points
Serving as CCRA committee Chair, Vice Chair or Executive Committee of BOD; or serving on a NAR committee	10,000 points
Attending a NAR Convention (Excludes NAR Director and current BOD President)	15,000 points
Contributions (RPAC, Charities sponsored by CCRA) (i.e.: <i>CCRA Scholarship Foundation, Project H.O.P.E.</i>)	\$1.00 = 10 point/min. \$25.00

**In the event of unforeseen circumstances, the COE Committee has the right to adjust the Participation Points to qualify.*

EXAMPLES OF HOW TO CALCULATE GCI AND PARTICIPATION POINTS:

Individual Award:

You earn \$140,000 GCI and obtain 30,000 participation points. The 20,000 excess participation points may advance you from Silver to Gold, since your new total adjusted GCI is 160,000. OR you may stay at the Silver Level and obtain the Star of Distinction since you have the GCI for Silver, the minimum 10,000 participation points AND an additional 20,000 participation points, which is the minimum required to obtain the Star of Distinction at the Silver Level. If you earned \$140,000 GCI and 70,000 points, you cannot advance from Silver to Platinum, even though your total is 200,000 with the 60,000 excess points, but you could advance from Silver to Gold using 10,000 of your 60,000 excess participation points and because you have 50,000 participation points left over, you would qualify for the Gold Level with Star of Distinction.

Team Award:

Team RE consists of Tom, Dick and Jane. Tom earns \$140,000 in GCI and has 22,000 participation points; Dick earns \$70,000 in GCI and has 10,000 participation points; Jane earns \$300,000 in GCI and has 10,000 participation points. Their total GCI = \$510,000. That divided by 3 = \$170,000, which by itself would qualify the team for the Gold Level. They have a total of 42,000 participation points, but 30,000 (10,000 per team member) are required for eligibility; therefore, they have an excess of 12,000 points, which is divided by 3 = 4000. They have a total of 174,000 (Total GCI of \$510,000/3=\$170,000 + excess participation points of **4000**

= 174,000) which qualifies Team RE for the **Gold** Level. In this scenario, Team RE doesn't have enough excess participation points to advance to Platinum nor obtain the Star of Distinction. [Cont. on next page]

If Team RE earned a total of \$510,000 in GCI and had 150 participation points, their team may qualify for the Gold Level with Star of Distinction using \$170,000 as their GCI and 40 excess participation points. (150- 30 required to qualify = 120/3=40) OR they may choose to use the excess participation points to advance to the Platinum Level without the Star of Distinction.

Individual or Team Award based on Transaction Sides:

John, an individual REALTOR®, closes 24 transaction sides and has 10,000 participation points. 24 sides x 2500 per side = 60,000. John receives individual Bronze recognition. With 15,000 participation points, John would obtain the Bronze Level with Star of Distinction

Team COLA has three REALTORS®, Harry, Sally and Thelma, who are actively listing and selling. Team COLA closed 180 sides. Each team member has the minimum 10,000 participation points. $180 \times 2500 = 450,000$, which is divided by the three team members. $\$450,000/3 = \$150,000$. Team COLA qualifies for the Gold Level. With 260 participation points among the 3 team members, they may advance from Gold to Platinum using 50 of their participation points to move from their \$150,000 GCI to \$200,000 and still have 30 participation points left over, which qualifies them for the Star of Distinction at the Platinum Level. (260-30 required = 240/3=80; they have \$150,000 GCI + 80 participation points.)