



REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.
221 Industry Avenue Springfield, MA 01104
413-785-1328 phone 413-731-7125 fax <http://www.rapv.com>



2021 PRESIDENT'S AWARD APPLICATION

For The Period: January 1, 2021- December 31, 2021

DEADLINE: Tuesday, January 11, 2022, by 4:45 pm

PLEASE PRINT

NAME(S): _____

OFFICE: _____

ADDRESS: _____ EMAIL: _____

Must Check One: ☐ Individual ☐ Team

Circle The Level You Are Applying For: Platinum Gold Silver Bronze

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, 2021*). 30 pts max
- _____ June 7-11, 2021, MAR Legislative Week of Advocacy 30 pts

Membership Meetings

- _____ February 17, 2021 – President's Awards, Virtual. 20 pts
- _____ June 29, 2021- Scholarship Awards -Crestview Country Club, Agawam. 20 pts
- _____ September 9, 2021- Legislative Breakfast- Delaney House. 20 pts
- _____ November 19, 2021- Election of Officers Luncheon -Munich Haus 20 pts
- _____ December 8, 2021 Holiday Luncheon, Sheraton Downton Springfield 20 pts

Networking Events

- _____ June 3, 2021 Brewfest- Vanished Valley Brewing, Ludlow (*Government Affairs Committee*), **10 pts.**
- _____ August 12, 2021-Networking Event at Sonny's Place, Somers, CT. (*Affiliate- REALTOR® committee*) **10pts.**
- _____ September 23, 2021-Golf Tournament (*Community Service Committee*), Crestview Country Club. **10 pts**
- _____ October 7, 2021 – Family Fun Day (*President's Networking Event*), West View Creamery Monson. **10 pts**
- _____ October 21, 2021- Wine Tasting- Black Birch Vineyards (*Scholarship Committee*) **10pts.**

Professional Development Taken Through RAPV, NAR and MAR Conferences

- _____ If the Realtor® Had Only Known" Series. (*April 7th, June 16th, August 11th Sept. 22nd*) **10 pts each**
- _____ May 10-15 –NAR Mid-Year Virtual Conferences, Washington, DC. **10 pts.**
- _____ September 14, 2021 – Annual Ed Fair and Expo, Summit View. **20 pts.**
- _____ Sept. 28-29 - MAR Convention, Foxwoods. **10 pts.**
- _____ Nov. 10-16 - NAR Conference and Expo, San Diego, CA. **20 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.**
- _____ Brokers Course (*offered at RAPV - Oct. 2021*) **20 pts**
- _____ Certification Program- PSA (March 30-31) (*include copy of completion certificate*) **15 pts.**
- _____ Commitment to Excellence (**C2EX**) **30 pts**
- _____ YPN Lunch and Learns (*March 25th, May 6th, June 24th*) **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.***

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.

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.**

EMAIL COMPLETED PACKET TO [KIM@RAPV.COM](mailto:kim@rapv.com) OR FAX TO 413-731-7125.



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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 PROPERTY 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.