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

2021 PRESIDENT'S AWARD PARTICIPATION QUALIFICATIONS

Meeting/Event schedule as of March 1, 2021

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

_____June 7-11, 2021 MAR Legislative Week of Advocacy 30 pts

Membership Meetings

_____February 17, 2021 – President's Awards, Virtual. 20 pts

_____ June 17, 2021- Scholarship Awards -Crestview Country Club, Agawam. 20 pts

_____ September 9, 2021- Legislative Breakfast- Location TBD. 20 pts.

_____ November 18, 2021- Election of Officers. Location TBD 20 pts

_____ December 9, 2021 Holiday Luncheon, Chez Josef. 20 pts

Networking Events

_____ Comedy Night *(Community Service Committee)*, K of C Granby Road, Chicopee TBD. 10 pts

_____ Brewfest, (*Government Affairs Committee*), TBD. 10 pts.

_____ August 12, 2021- Networking Event at Brunelle's Marina (*Affiliate- REALTOR® committee*) 10pts.

_____ September 23, 2021- Benefit Golf Tournament *(Community Service Committee),* Crestview Country Club. 10 pts

Professional Development Taken Through RAPV, NAR and MAR Conferences

_____ If the Realtor® Had Only Known" Series. *(April 7th, June 16th, August 11th)* 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. 10-18 - NAR Conference and Expo, Maui, Hawaii. 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.

_____ 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)* 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	Gold	Silver	Bronze
$10+ Million in Sales** or 48+ Units*	$6+ to $10 Million in Sales** or 37+ Units*	$3+ to $6 Million in Sales** or 24-36 Units*	$1 to $3 Million in Sales** or 16-23 Units*

Team Volume and Sales

Platinum	Gold	Silver	Bronze
$18 Million in Sales/Transactions* or 85+ Units	$12+ Million in Sales/Transactions* or 73+ Units	$6+ to $12 Million in Sales/Transactions* or 47-72 Units	$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.*