



**DAAR Circle of Excellence  
2016 Application  
Deadline for Submission: May 12<sup>th</sup>, 2017**

Applicant Name: \_\_\_\_\_

Company Name: \_\_\_\_\_ Cell #: \_\_\_\_\_

Qualification Level:  Silver  Gold  Platinum  
 Producing Broker  Non-Producing Broker  
 Sales Agent

\$25 Application Fee Enclosed: \_\_\_\_\_ Cash \_\_\_\_\_ Check # \_\_\_\_\_  
 Visa/MC/Amex/Disc (circle one) \_\_\_\_\_  
 Expiration Date \_\_\_\_\_

\_\_\_\_\_  
 Applicant Signature Date Broker Signature Date

I, Applicant, certify that the information provided herein is true to the best of my knowledge:  
 I, Broker, affirm the Applicant's production volume as stated on the attached form, including verification of individual volume for a team.

**\*\*IMPORTANT\*\*** Production must be documented by attaching the MRIS Agent Sales Report to this application. The applicant's name must be typed at the bottom of the report and BOTH the applicant and the applicant's broker must sign the report to attest that the volume included in the report is properly assigned to the applicant. **All activities, except designations, must occur between January 1, 2016 and December 31, 2016 to qualify.**

**Step 1: Minimum Production Requirement**

Sales Associates must complete \$3M and Producing Managing Brokers must complete \$3M in sales volume (settled transactions only) to qualify. Non-producing Managing Brokers are exempt from the production requirement.

**Step 2: Real Estate Education (25 point minimum)**

Real Estate Training	Value	Total
New Member Ethics and Orientation	5 points for course	
Post Licensing/Continuing Education Classes	1 point per hour	
Lunch Matters Courses (aka Lunch and Learns)	1 point per course	
NAR and VAR Classes	1 point per class	
Technology Classes	1 point per class	
Course Instructor <sup>1</sup>	3 points	
Certified Ethics Instructor	5 points	
VAR Professional Standards Training	5 points	
Other Real Estate Related Classes	1 point	
<b>Total Real Estate Training Points</b>		

Societies	Value	Total
Societies, Institutes, Councils (w/o designation) <sup>2</sup>	5 points for each	
Previous DAAR Honor Society/Circle of Excellence	5 points for each year	
Previous VAR Honor Society	10points for each year	
<b>Total Societies Points</b>		

Designations and Licensing	Value	Total
Accredited Buyer Representation (ABR)	10 points	
Accredited Buyer Rep. Manager (ABRM)	10 points	
Accredited Land Consultant (ALC)	10 points	
Accredited Residential Manager (ARM)	10 points	
At Home with Diversity (AHWD)	10 points	
Certified Commercial Industrial Member (CCIM)	10 points	
Consumer Cert Real Estate Consultant (CCREC)	10 points	



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Cert International Property Specialist (CIPS)	10 points	
Certified Property Manager (CPM)	10 points	
Certified Residential Broker (CRB)	10 points	
Counselor of Real Estate (CRE)	10 points	
Certified Residential Specialist (CRS)	10 points	
ePro Certification	10 points	
General Accredited Appraiser (GAA)	10 points	
Graduate, REALTOR® Institute (GRI)	10 points	
Leadership Training Graduate (LTG)	10 points	
NAR's Green Designation (GREEN)	10 points	
Performance Management Network (PMN)	10 points	
Quality Service Certified (QSC)	10 points	
Residential Accredited Appraiser (RAA)	10 points	
Senior Real Estate Specialist (SRES)	10 points	
Other Real Estate Designations (e.g. RLI, SFR)	10 points	
Brokers License	10 points	
<b>Total Designation and Licensing Points</b>		

**TOTAL EDUCATION POINTS \_\_\_\_\_**

<sup>1</sup>Instructors earn points only when they have taught class during the qualifying year and have not been financially compensated. <sup>2</sup>Applicant may only claim points if he or she is a member of the society and DOES NOT hold the associated designation. Qualifying organizations include CCIM, CRB, CRE, CRS, IREM, REAC, REBAC, RLI, SIOR, and WCR. <sup>3</sup>Designation points may be claimed only if the applicant has completed all requirements of the designation, including payment of annual dues during the qualifying year.

**Step 3: Industry Involvement (25 point minimum)**

<b>DAAR Involvement</b>	<b>Value</b>	<b>Total</b>
Awards Ceremony	4 points	
DAAR Special Meetings (Public Policy Forums etc.)	1 point each	
Economic Summit/Annual Membership Meeting	4 points	
Charity Auction	4 points	
Authored Industry Article in a Local Publication	2 points each	
DAAR Habitat/ RPAC Golf Tournament	4 points	
DAAR/Affiliate Connection Events (Winery etc.)	2 point each	
DAAR Committee Member	5 points	
DAAR Committee Chair/Co-Chair	10 points additional	
DAAR Taskforce Member	3 points	
DAAR Taskforce Chair/Co-Chair	7 points additional	
DAAR Board of Directors (BOD)	15 points	
DAAR BOD Executive Committee	10 points additional	
DAAR BOD Chairman	25 points additional	
RPAC Contributor (\$40-\$98)	5 points	
RPAC Contributor (\$99 or more)	10 points	
RPAC Activities (Public Input, Meet & Greets, etc)	4 points	
<b>Total DAAR Involvement Points</b>		



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<b>NAR and VAR Involvement</b>	<b>Value</b>	<b>Total</b>	
VAR Leadership Conference	5 points		
NAR or VAR Committee Member	10 points each		
NAR or VAR Committee Chair	10 points additional		
NAR or VAR Board of Directors Member	30 points each		
NAR or VAR Delegate	20 points each		
NAR or VAR Convention	20 points each		
NAR or VAR REALTOR® Day on the Hill	10 points		
NAR or VAR Legislative Conference	10 points		
NAR or VAR Leadership Academy	10 points		
RPAC and/or DARPAC Trustee	20 points		
Regional Activity / MLS Involvement	20 points		
<b>Total NAR and VAR Involvement Points</b>			

**TOTAL INDUSTRY POINTS** \_\_\_\_\_

**Step 4: Charitable/Civic Involvement (10 point minimum)** *Community, Church, School Volunteering*

<b>Community &amp; Civic Service</b>	<b>Value</b>	<b>Total</b>
Charitable or Civic Activities	5pts/10hrs	
<b>Total Community/Civic Involvement Pts</b>		

<b>List activities here (Attach separate sheet if needed):</b>

**TOTAL CHARITABLE/CIVIC POINTS** \_\_\_\_\_

**Step 5: Calculate Total Qualification**

- \_\_\_\_\_ Education Points
- \_\_\_\_\_ Industry Involvement Points
- \_\_\_\_\_ Charitable/Civic Points

\_\_\_\_\_ **Total Qualification Points**

**Silver Inductees** meet minimum requirements in 2 of 3 areas (Steps 2-4) = 45 points

**Gold Inductees** meet minimum requirements in all areas (Steps 3- 4) = 60 points

**Platinum Inductees** meet minimum requirements in all areas & achieve 75 points

**The REALTOR® of the Year (ROTY)** is the inductee who has the highest points for Steps 2 through 4.



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**Please list classes here (Attach separate sheet if needed):**


**Please list Societies, Institutes & Councils here:**


**Please list other real estate designations here:**


**Please list DAAR committees & events here:**


**Please list NAR & VAR committees & events here:**


**Please list other real estate designations here:**


**Additional Lines:**
