

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

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

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

\$55 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 in Steps 1-4 must occur between January 1, 2019 and December 31, 2019 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    |       |
| NAR and VR Classes and Courses                           | 1 point per class   |       |
| Non-credit Courses (Marketing, Technology, Int'l Forums) | 1 point per class   |       |
| Course Instructor <sup>1</sup>                           | 3 points            |       |
| Certified Ethics Instructor                              | 5 points            |       |
| Professional Standards Training                          | 5 points            |       |
| Other Real Estate Related Classes                        | 1 point             |       |
| <b>Total Real Estate Training Points</b>                 |                     |       |

| Current Designations and Licensing <sup>2</sup>    | Value     | Total |
|--|-----------|-------|
| Accredited Buyer Representation (ABR)              | 10 points |       |
| Accredited Land Consultant (ALC)                   | 10 points |       |
| At Home with Diversity (AHWD)                      | 10 points |       |
| Certified Commercial Industrial Member (CCIM)      | 10 points |       |
| Certified RE Team Specialist (CRETS)               | 10 points |       |
| Real Estate Divorce Specialist (REDS)              | 10 points |       |
| Consumer Cert Real Estate Consultant (CCREC)       | 10 points |       |
| Cert International Property Specialist (CIPS)      | 10 points |       |
| Certified Luxury Home Marketing Specialist (CLHMS) | 10 points |       |
| Certified Property Manager (CPM)                   | 10 points |       |
| Certified Real Estate Broker Manager (CRB)         | 10 points |       |
| Certified Real Estate Team Specialist (CRETS)      | 10 points |       |
| Counselor of Real Estate (CRE)                     | 10 points |       |
| Certified Residential Specialist (CRS)             | 10 points |       |

|   |           |  |
|---|-----------|--|
| e-Pro Certification (e-Pro)                     | 10 points |  |
| General Accredited Appraiser (GAA)              | 10 points |  |
| Graduate, REALTOR® Institute (GRI)              | 10 points |  |
| Leadership Training Graduate (LTG)              | 10 points |  |
| Military Relocation Professional (MRP)          | 10 points |  |
| NAR's Green Designation (GREEN)                 | 10 points |  |
| Performance Management Network (PMN)            | 10 points |  |
| Pricing Strategy Advisor (PSA)                  | 10 points |  |
| RE Negotiation Expert (RENE)                    | 10 points |  |
| Residential Accredited Appraiser (RAA)          | 10 points |  |
| Resort & Second-Home Property Specialist (RSPS) | 10 points |  |
| Seller Rep Specialist (SRS)                     | 10 points |  |
| Senior Real Estate Specialist (SRES)            | 10 points |  |
| Short Sales & Foreclosure Resource (SFR)        | 10 points |  |
| Other Real Estate Designations (e.g. RLI)       | 10 points |  |
| Broker's License                                | 10 points |  |
| Broker Price Opinion Resource (BPOR)            | 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>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)

| DAAR Involvement   | Value                | Total |
|--|----------------------|-------|
| Awards Ceremony Attendee                                   | 4 points             |       |
| DAAR Special Meetings (Public Policy Forums etc.) Attendee | 1 point each         |       |
| Economic Summit Attendee                                   | 4 points             |       |
| Charity Auction Attendee                                   | 4 points             |       |
| Authored Industry Article in a Local Publication           | 2 points each        |       |
| DAAR Ambassador  | 5 points             |       |
| DAAR Habitat/DARPAC Golf Tournament Attendee               | 4 points             |       |
| DAAR/Affiliate Connection Events (Winery etc.) Attendee    | 2 point each         |       |
| DAAR Committee Member                                      | 5 points             |       |
| DAAR Committee Chair/Co-Chair                              | 10 points            |       |
| DAAR Community Service Event                               | 2 points each        |       |
| DAAR Networking Event                                      | 2 points each        |       |
| DAAR Task or Work Group Member                             | 5 points             |       |
| DAAR Task or Work Group Chair/Co-Chair                     | 10 points            |       |
| DAAR Board of Directors (BOD)                              | 15 points            |       |
| DAAR BOD Executive Committee                               | 10 points additional |       |
| DAAR BOD President   | 25 points additional |       |
| DARPAC Virginia R Investor (\$20-\$40)                     | 2 points             |       |
| DARPAC \$99 Club Investor (\$99-\$249)                     | 4 points             |       |
| DARPAC Capitol Insider Investor (\$250-\$499)              | 6 points             |       |
| DARPAC Governor's Club Investor (\$500-\$999)              | 8 points             |       |
| DARPAC Sterling R Investor (\$1,000 or more)               | 10 points            |       |
| DARPAC Crystal R Investor (\$2,500-\$4,999)                | 12 points            |       |
| DARPAC Golden R Investor (\$5,000-\$9,999)                 | 14 points            |       |
| DARPAC Platinum R Investor (\$10,000 or more)              | 16 points            |       |

|   |           |  |
|---|-----------|--|
| DARRPAC Activities (Public Input, Meet & Greets, etc) | 4 points  |  |
| Representative on local Government, Board or Council  | 15 points |  |
| REALTOR of the Year                                   | 15 points |  |
| <b>Total DAAR Involvement Points</b>                  |           |  |

| <b>NAR and VR Involvement</b>               | <b>Value</b>         | <b>Total</b> |
|---|----------------------|--------------|
| VR Leadership Conference                    | 5 points             |              |
| Regional Leadership Conference              | 5 points             |              |
| NAR or VR Committee Member                  | 10 points each       |              |
| NAR or VR Committee Chair                   | 10 points additional |              |
| NAR or VR Board of Directors Member         | 15 points per term   |              |
| NAR or VR Delegate                          | 15 points per term   |              |
| NAR or VR Convention Attendee               | 10 points            |              |
| NAR or VR REALTOR® Day on the Hill Attendee | 10 points            |              |
| NAR or VR Legislative Conference Attendee   | 10 points            |              |
| NAR or VR Leadership Academy Participant    | 10 points            |              |
| NAR or VR Leadership Academy Chair          | 20 points            |              |
| NAR or VR President                         | 25 points            |              |
| VR RPAC Trustee                             | 20 points            |              |
| 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 Involvement              | 3pts/10hrs   |              |
| <b>Total Community/Civic Involvement Pts</b> |              |              |

| <b>List activities here (Attach separate sheet if needed):</b> |
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| <b>Community Service Activities (with dates)</b>     | <b>Value</b> | <b>Total</b> |
|--|--------------|--------------|
| Nonprofit Board Officer                              | 5 pts ea     |              |
| Nonprofit Board Member                               | 1 pt ea      |              |
| Broker/Community Charitable Activity Lead            | 3 pt ea      |              |
| Broker/Community Charitable Activity Participant     | 1 pt ea      |              |
| Broker/Community Charitable Activity Award Recipient | 1 pt ea      |              |
| Charitable Activities/Donations                      | 1 pt ea      |              |
| <b>Total Community Service Activity Points</b>       |              |              |

| <b>Please list community service activities here and dates of service (i.e. "Habitat for Humanity Volunteer, 2010"):</b> |
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**DAAR Circle of Excellence  
2019 Application  
Deadline for Submission: March 01, 2020**

| <b>Government Councils, Boards and Commissions (appointed or volunteer)</b> | <b>Value</b> | <b>Total</b> |
|---|--------------|--------------|
| Council, Board or Commission Officer  | 10 pts ea    |              |
| Council, Board or Commission Member   | 5 pt ea      |              |
| <b>Total Government Councils, Board and Commissions Points</b>              |              |              |

| <b>Please list current government councils, boards and commissions:</b> |
|---|
|   |
|   |
|   |

| <b>Elected Official and Political Involvement</b>              | <b>Value</b> | <b>Total</b> |
|--|--------------|--------------|
| Elected Office Held  | 25 pts ea    |              |
| Sought elected office  | 10 pt ea     |              |
| <b>Total Elected Official and Political Involvement Points</b> |              |              |

| <b>Please list current position held or sought:</b> |
|---|
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|   |
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**TOTAL CHARITABLE/CIVIC POINTS** \_\_\_\_\_

**Step 5: Societies**

| <b>Societies</b>   | <b>Value</b>           | <b>Total</b> |
|--|------------------------|--------------|
| Societies, Institutes, Councils (w/o designation) <sup>3</sup> | 5 points for each      |              |
| Previous DAAR Honor Society/Circle of Excellence               | 5 points for each year |              |
| Previous VR Honor Society                                      | 10points for each year |              |
| <b>Total Societies Points</b>                                  |                        |              |

<sup>3</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.

**TOTAL SOCIETY POINTS** \_\_\_\_\_

**Step 6: Calculate Total Qualification**

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

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



