



Applicant Name: _____

Company Name: _____ Cell #: _____

Qualification Level: Silver Gold Platinum \$55 Application Fee Enclosed: _____ Cash _____ Check # _____

Producing Broker Non-Producing Broker Visa/MC/Amex/Disc (circle one) _____

Sales Agent Expiration Date _____

Applicant Signature _____ Date _____

I, Applicant, certify that the information provided herein is true to the best of my knowledge:

Broker Signature _____ Date _____
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 Bright MLS 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, 2020 and December 31, 2020 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 ¹	3 points	
Certified Ethics Instructor	5 points	
Professional Standards Training	5 points	
Other Real Estate Related Classes	1 point	
Total Real Estate Training Points		

Current Designations and Licensing ²	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	
Total Designation and Licensing Points		

TOTAL EDUCATION POINTS _____

¹Instructors earn points only when they have taught class during the qualifying year and have not been financially compensated. ²Designation 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	
RPAC Virginia R Investor (\$20-\$40)	2 points	
RPAC \$99 Club Investor (\$99-\$249)	4 points	
RPAC Capitol Insider Investor (\$250-\$499)	6 points	
RPAC Governor's Club Investor (\$500-\$999)	8 points	
RPAC Sterling R Investor (\$1,000 or more)	10 points	
RPAC Crystal R Investor (\$2,500-\$4,999)	12 points	
RPAC Golden R Investor (\$5,000-\$9,999)	14 points	
RPAC Platinum R Investor (\$10,000 or more)	16 points	



RPAC Activities (Public Input, Meet & Greets, etc)	4 points	
Representative on local Government, Board or Council	15 points	
REALTOR of the Year	15 points	
Total DAAR Involvement Points		

NAR and VR Involvement	Value	Total
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	
RPAC Trustee	20 points	
Regional Activity / MLS Involvement	20 points	
Total NAR and VAR Involvement Points		

TOTAL INDUSTRY POINTS _____

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

Community & Civic Service	Value	Total
Charitable or Civic Involvement	3pts/10hrs	
Total Community/Civic Involvement Pts		

List activities here (Attach separate sheet if needed):

Community Service Activities (with dates)	Value	Total
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	
Total Community Service Activity Points		

Please list community service activities here and dates of service (i.e. "Habitat for Humanity Volunteer, 2010"):

Government Councils, Boards and Commissions (appointed or volunteer)	Value	Total

Please list current government councils, boards and commissions:



Council, Board or Commission Officer	10 pts ea	
Council, Board or Commission Member	5 pt ea	
Total Government Councils, Board and Commissions Points		

Elected Official and Political Involvement	Value	Total
Elected Office Held	25 pts ea	
Sought elected office	10 pt ea	
Total Elected Official and Political Involvement Points		

Please list current position held or sought:

TOTAL CHARITABLE/CIVIC POINTS _____

Step 5: Societies

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

³Applicant 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**

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.

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 & VR committees & events here:

Please list other real estate designations here:



Additional Lines:
