



Circle of Excellence

2024 DAAR Circle of Excellence Application

DAAR's Circle of Excellence celebrates REALTORS® who achieve the highest levels of professionalism in terms of education, industry involvement, and community service. From this group of applicants, we will select our REALTOR® of the Year.

IF YOU APPLIED FOR TOP PRODUCER, THERE IS NO ADDITIONAL FEE TO APPLY FOR CIRCLE OF EXCELLENCE

Silver Inductees meet minimum requirements in 2 of 3 areas (Steps 2-5) = 45 points

Gold Inductees meet minimum requirements in all areas (Steps 2- 5) = 60 points

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

The REALTOR® of the Year (ROTY) will be the inductee who has completed the Circle of Excellence application and submitted an essay. The committee will review submissions and decide the REALTOR® of the Year.

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.*

****IMPORTANT**** Production (Calculated Volume on Awards Report) must be documented by attaching the "Bright MLS Agent Awards 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 1-5 must occur between January 1, 2024 and December 31, 2024 to qualify unless specified otherwise.**

Step 2: Real Estate Education (25 point minimum)

Real Estate Training	Value	Total
Post Licensing/Continuing Education Classes	1 point per hour	
Non-credit Courses (Marketing, Technology, Int'l Forums)	1 point per class	



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DPOR Course Instructor ¹	3 points	
Professional Standards Training (Provided by VAR or NAR)	5 points	
Other Real Estate Related Classes/Training	1 point	
Total Real Estate Training Points		

Current Designations and Licensing²	Value	Total
Accredited Buyer Representation (ABR)	10 points	
Accredited Land Consultant (ALC)	10 points	
At Home with Diversity (AHWD)	10 points	
Bias Override	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	
C2EX	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	



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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) <i>*Please list</i>	10 points	
Broker's License	10 points	
Associate Broker's License	10 points	
Broker Price Opinion Resource (BPOR)	10 points	
Societies, Institutes, Councils (w/o designation) ³	5 pts for each	
Previous DAAR Honor Society/Circle of Excellence	1 pt. for each year	
Previous VR Honor Society	10 points for each year	
Total Designation and Licensing Points		

Total Real Estate 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. 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.

Step 3: Industry Involvement (20 point minimum)

DAAR Involvement	Value	Total
Awards Ceremony Attendee	4 points	
Economic Summit Attendee	4 points	
DAAR Annual Conference and Trade Show Attendee	4 points	
DAAR Holiday Party and BOD Installation Attendee	4 points	
DAAR Community Service Events (Sips and Strikes, Food Drive, Volunteer events)	2 points each	
DAAR Networking Events	2 points each	



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Authored Industry Article in a Local Publication	2 points each	
DAAR Committee Chair/Vice Chair	10 points	
DAAR Committee Member	5 points	
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	
REALTOR® of the Year	15 points	
Top Producer Winner	10 Points per year	
Top Producer	5 Points per year	
Rookie of the Year	10 Points	

NAR and VR Involvement	Value	Total
VR Leadership Conference	5 points	
Regional 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	15 points per term	
NAR or VAR Delegate	15 points per term	
NAR or VAR Convention Attendee	10 points	
VAR REALTOR® Day on the Hill Attendee	10 points	
NAR Legislative Conference Attendee	10 points	
NAR or VAR Leadership Academy Participant	10 points	
NAR or VAR Leadership Academy Chair	20 points	
NAR or VAR President	25 points	
Bright MLS Committee/Board Member	20 points	
Total NAR and VAR Involvement Points		

Total Industry Points:



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Step 4: Charitable/Civic Involvement (10 point Minimum)

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 or Community Activities	1 pt per 3hrs of service	
Charitable or Community Donations	1 pt ea	
Total Community Service Activity Points		

Please list community service activities here

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

Please list current government councils, boards and commissions:

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 Involvement Points:



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Step 5: RPAC Contributions (2 Points Minimum)

RPAC Participation	Value	Total
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	
RPAC Events (MI Dinner, Participation Events)	2 points each	
VAR RPAC Trustee	20 points	
RPAC Trustee	20 points	

Total RPAC Participation Points :

Step 6: Calculate Total Qualification

Education:

Industry Involvement:

Charitable/Civic Involvement:

RPAC Participation:

Total Qualification Points.:

Step 7 (to only be completed if you want to be considered for REALTOR of the Year): **REALTOR® of the Year Essay: In 250 words or less, tell us why should you be considered for REALTOR® of the Year? To be submitted via online application**



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