



## Aurora Association of REALTORS® Masters Club Award

Commitment to long-term achievement in sales, property management, or appraisal of real property; image; and community service.

### 2018 MASTERS CLUB AWARD

The Masters Club Award is designed to recognize outstanding professionalism which includes exemplary performance in education, service, achievement in sales, property management or appraisal of real property.

The persons selected will be honored as recipients of the Masters Club Award without reference to the manner in which they qualified for the award. All REALTOR® members of AAR in good standing are eligible for the award. The award's recipients will receive their awards at the annual inauguration.

### ELIGIBILITY

To be eligible for the Masters Club Award, the entrant must fulfill the following:

- ✓ Be a REALTOR® member in good standing with the Aurora Association of REALTORS®.
- ✓ Complete the requirements in the qualifying period (January 1 through December 31).
- ✓ **Submit application and required documentation to the Aurora Association of REALTORS® by January 31, 2019.**

### QUALIFICATION PROCESS

The entrant must complete the application form in this brochure. A signature of the designated broker is required to verify accuracy.

The Masters Club Committee will verify qualifications. For additional information, please contact the Association office at (303) 369-5549.

Return application to: AAR, 14201 E. Evans Drive, Aurora, CO 80014

**Application Fee: \$35 (must accompany application)**

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

*(Please submit a 5x7 and 2 wallet photos with application)*

# SERVICE

*(Minimum of 50 points required in the Service category)*

**Industry-Related  
Professional  
Organizations**

- ✓ Active member of an organization related to your industry, 2 points per organization.
- ✓ Please specify organizations.
- ✓ Maximum of 10 points.

**Organization**

**Position Held**


**Total Points:** \_\_\_\_\_

### Service Clubs - Civic/Charitable Organizations

**Community  
Participation**

- ✓ Active member of an organization that provides community service. 2 points per organization. Please specify organizations.
- ✓ Maximum of 15 points.

**Organization**

**Topic**


**Total Points:** \_\_\_\_\_

**REALTOR®  
Organization  
Participation**

REALTOR® member of the Aurora Association of REALTORS®

Participation on a committee of the Association, REcolorado, CAR, NAR, or its institutes, societies or councils.

RPAC Contribution ~ minimum \$25 fair share donation

- ✓ 25 Points for service as a committee chair or director
- ✓ 15 points for participation as a committee member.
- ✓ 5 points for non-AAR real-estate related functions/events.
- ✓ RPAC donation of \$25=1 point, for every \$99 increment=1 pt, maximum of 10 points.

**Committee**

**Position Held**


**Total Points:** \_\_\_\_\_

**Attendance at  
Association-  
Sponsored Events**

- ✓ 1 point for attendance at marketing meetings (maximum 15 points)
- ✓ 5 points for attendance at Association-sponsored events, i.e., golf, bowling, Inaugural, Holiday luncheon, etc.
- ✓ Maximum of 40 points

**Event**

**Date**


**Total Points:** \_\_\_\_\_

Total for

**Service Points:** \_\_\_\_\_

AURORA ASSOCIATION OF REALTORS® MASTERS CLUB AWARD

APPLICATION FORM

Prequalification: all entrants must meet the prequalifications listed below for education and service. Property managers must have derived 50% of their income from property management for the last two years to apply.

EDUCATION

(Minimum of 60 points required in this category.)

Designations

Holder of NAR or affiliated society or council designation
CRS Designation, 20 points
GRI Designation, 15 points each
Other Designations, (MRE, ABR, etc.), 10 points

Specify designations: \_\_\_\_\_

Total Points: \_\_\_\_\_

College Degrees & Licenses

Please circle whichever applies.

Undergraduate (BA, BS), 5 points/degree
Graduate or advanced, 5 points/degree
Colorado Independent/Employing Brokers License, 10 points
Specify College or University: \_\_\_\_\_

Registered Appraisal License, 5 points
Licensed Appraisal License, 10 points
Certified Appraisal License, 15 points
General Appraisal License, 20 points

Total Points: \_\_\_\_\_

Real Estate Related Coursework

Minimum of 8 hours required.

Table with 3 columns: Date, Course, Hours. Multiple rows for entry.

This must be for coursework related directly or indirectly to real estate activities completed during the qualifying period, i.e., designation courses, computer courses, Lunch & Learn seminars, national real estate speakers.

1 point per hour of attendance. List courses and hours attended Total Points: \_\_\_\_\_

CAR/NAR Convention

5 points for registration and attendance at each.

CAR Convention \_\_\_\_\_ NAR Convention \_\_\_\_\_
NARPM Convention \_\_\_\_\_
Others (please specify) \_\_\_\_\_

Total Points: \_\_\_\_\_

Speaking/Teaching

Public speaking on real estate topics at no fee, 2 points per hour, no maximum

Organization \_\_\_\_\_ Hours \_\_\_\_\_

Total Points: \_\_\_\_\_

Other Coursework

The Masters Club Committee will determine whether these courses qualify. One Point per hour of attendance. Specify courses & hours attended. (Maximum of 8 hours)

Course \_\_\_\_\_ Hours \_\_\_\_\_

Total Points: \_\_\_\_\_

Total for above
EDUCATION POINTS:



# QUALIFICATIONS BY ACHIEVEMENT IN SALES, PROPERTY MANAGEMENT OR APPRAISAL

**Achievement for sales:** Minimum of \$4.0 million in sales and 12 closed transactions during the qualifying period. Credit is based on sales and listings sold (dollar volume) achieved during the qualifying period. To count for production, you must be the licensed agent signing the listing or sales contract. If two or more people are involved and signed on a listing or sales transaction, they split the transaction and dollar volume on a pro-rata basis.

**Achievement for property managers:** \$60,000 of annual fees from management of property during the qualifying period.

**Achievement for appraisers:** Minimum of 65 appraisals during the qualifying period.

**New construction sales** shall be recorded on sales tally sheet only, unless you can show that you are the listing agent.

**FSBOs** shall be recorded on the sales tally sheet only.

**Out-of-state transactions** may be included if proof is provided that you hold an active license in that state.

**Referrals** are counted only if you are the licensed agent on the listing or sales contract. If referral fee is 20%, then you get credit for dollar volume at same percentage (i.e., 20% referral on \$100,000 house would equal \$20,000 production credit).

**The above qualifications are all-inclusive.** The decision on disputes and interpretation of the qualifications will be made by the Aurora Association of REALTORS® Masters Club Committee.

**Verification of transactions** must be confirmed by the employing broker. When a broker associate has worked for more than one broker in a year, each employing broker must certify sales made with that broker.

## MASTERS CLUB AWARD TABULATIONS

**Education Total** (*minimum of 60 points*) \_\_\_\_\_  
**Service Total** (*Minimum of 50 points*) \_\_\_\_\_  
**Sales and Listings Sold** (*minimum of \$4.0 million and 12 closed transactions*) \_\_\_\_\_  
**Property Management Tally Sheet** (*minimum of \$60,000 annual property mgmt. Income*) \$ \_\_\_\_\_  
**Appraisal Tally Sheet** (*minimum of 65 appraisals*) \_\_\_\_\_  
**RPAC Donation Amount** (*minimum of \$25*) \_\_\_\_\_

**Applicant's Name:** \_\_\_\_\_

**Company Name:** \_\_\_\_\_

**Street Address:** \_\_\_\_\_

**City, State, Zip:** \_\_\_\_\_

**Phone Number:** \_\_\_\_\_ **Applicant's Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Note:** Classes sponsored by the Associations/Boards of REALTOR®s, the Colorado Association of REALTOR®s, or the National Association of REALTORS® or its institute societies, qualify for one credit per hour of classroom instruction. Classes sponsored by other entities directly related to the field of real estate shall be given credit based on the Committee's discretion.

