



Applicant's Name \_\_\_\_\_  
 \_\_\_\_\_ Trophy, \$25 check made out to FAAR attached.  
 \_\_\_\_\_ Photo included  
 \_\_\_\_\_ Photo on file with The Free Lance Star

Fredericksburg Area Association of REALTORS®  
**FAAR Professional Honor "Role"**  
 Application for Membership

Please complete the following application and return to FAAR before February 16, 2018. Your total points, marked in the spaces in the left column, must total 90 points.

**PLEASE NOTE:**

**1- To qualify, applicant must meet the minimum points in all categories.**

**All activities must occur between January 1, 2017 and December 31, 2017**, with the exception of designations held). Production achievement is awarded as a point per \$100,000 of production for the calendar year.

**Check all that apply**

- Residential Agent- \$2 million or 12 sold transaction sides (Managing Brokers exempted)
- Non-producing Managing Brokers/Broker Owners - 20 points
- Non-producing Assistant-Managing Brokers-20 points.
- Producing Managing Brokers/Broker Owners- 10 points
- Property Manager- 100 units or sides
- Property Leasing Agent- 25 sides
- Commercial Agent- \$2 million or 5 or more sides leased or sold

**2- Application deadline- February 16, 2018.**

**3- Send to FAAR, c/o Pat Breme, 2050 Gordon W. Shelton Blvd., Fredericksburg, VA 22401 or fax, 736-0301.**

**4- No Application fee. There is a \$25 Fee if a recipient wishes to receive a trophy. Please attach.**

**A. Association Activities – (15 pts minimum)**

*- Local Board Activity*

- \_\_\_\_\_ Committee/Task Force\* – 5 points per committee
- \_\_\_\_\_ Committee/Task Force\* – 15 points per committee
- \_\_\_\_\_ FAAR Director – 15 points
- \_\_\_\_\_ FAAR Executive Committee Member – 25 points
- \_\_\_\_\_ RPAC Contributor, \$99 or less– 5 points
- \_\_\_\_\_ RPAC \$100 or above Contributor – 10 points
- \_\_\_\_\_ REALTOR® Foundation Contributor, separate from attending activities raising funds for the Foundation- 5 points
- \_\_\_\_\_ Attendance at Town Hall meetings- 5 points each
- \_\_\_\_\_ Attendance at a Board of Director’s meeting as a guest- 5 points each

*- State Association Activity*

- \_\_\_\_\_ Committee Member/Task Force Member\* – 10 points per committee
- \_\_\_\_\_ Committee Chair/Task Force Chair\* – 20 points per committee
- \_\_\_\_\_ Board of Directors Member – 30 points
- \_\_\_\_\_ FAAR Delegate to the Virginia Association of REALTORS® – 20 points
- \_\_\_\_\_ Attended State Convention – 20 points
- \_\_\_\_\_ VAR Legislative/Education Conference – 10 points

- \_\_\_\_\_ Other educational conferences- 10 points
- \_\_\_\_\_ REALTOR® Day on the Hill – 10 points
- \_\_\_\_\_ VAR Leadership Academy – 10 points
- \_\_\_\_\_ RPAC or Foundation Trustee – 20 points

- \_\_\_\_\_ National Association Activity
- \_\_\_\_\_ NAR Convention Attended – 20 points
- \_\_\_\_\_ NAR Midyear Meetings – 10 points
- \_\_\_\_\_ NAR International Meeting – 10 points
- \_\_\_ **Total Points for category A. (Need 15 points)**

**B. FAAR Events – (10 pts minimum)**

- \_\_\_\_\_ Public Policy, e.g. Transportation Summit- 5 points
- \_\_\_\_\_ Awards event – 5 points
- \_\_\_\_\_ Expo & Conference – 5 points
- \_\_\_\_\_ Fall Mixer – 5 points
- \_\_\_\_\_ Installation of Leadership – 5 points
- \_\_\_\_\_ Annual RPAC fundraiser - 5 pts.
- \_\_\_\_\_ Broker Networking Group, e.g. Managing Brokers Network meetings- 5 pts.
- \_\_\_\_\_ Other FAAR sponsored events, for example-Splitsville, YPN fundraiser, e.g. Pub Crawl; Habitat motorcycle Ride VA event, Bingo, March is for Members activity, etc. - 5 pts.
- \_\_\_\_\_ **Total Points for category B. (Need 10 points)**

**C. Educational Activities – (10 pts minimum)**

- \_\_\_\_\_ NAR, VAR, FAAR or other real estate related courses - 5 points each
- \_\_\_\_\_ Instructors (Only count courses taught in current year) - 5 points/ course
- \_\_\_\_\_ Certified Ethics Instructor – 5 points
- \_\_\_\_\_ Annual Training for Professional Standards Administrators/Instructors – 5 points
- \_\_\_\_\_ **Total Points for category C. (Need 10 points)**

**D. Societies, Institutes & Councils of NAR, VAR & FAAR – (15 pts minimum)**

- \_\_\_\_\_ Societies, Institutes & Council Membership – 5 points each (i.e. CRS, RLI, WCR)
- \_\_\_\_\_ ABR (Accredited Buyer Representative) – 10 points
- \_\_\_\_\_ ABRM (Accredited Buyer Representative Manager) - 10 points
- \_\_\_\_\_ ALC (Accredited Land Consultant) - 10 points
- \_\_\_\_\_ ARM (Accredited Residential Manager) – 10 points
- \_\_\_\_\_ At Home with Diversity Certification – 5 points
- \_\_\_\_\_ CCIM (Certified Commercial Industrial Member) - 10 points
- \_\_\_\_\_ CCREC (Consumer Certified Real Estate Consultant) – 10 points
- \_\_\_\_\_ CIPS (Certified International Property Spec.) – 10 points
- \_\_\_\_\_ CPM (Certified Property Manager) – 10 points
- \_\_\_\_\_ CRB (Certified Residential Broker) – 10 points
- \_\_\_\_\_ CRE (Counselor of Real Estate) – 10 points
- \_\_\_\_\_ CRS (Certified Residential Specialist) – 10 points
- \_\_\_\_\_ ePro Certification – 5 points
- \_\_\_\_\_ GAA (General Accredited Appraiser) – 10 points
- \_\_\_\_\_ Green Designation -10 pts.
- \_\_\_\_\_ GRI (Graduate, REALTOR® Institute) – 10 points
- \_\_\_\_\_ LTG (Leadership Training Graduate) – 10 points
- \_\_\_\_\_ PMN (Performance Management Network) – 10 points
- \_\_\_\_\_ RAA (Residential Accredited Appraiser) – 10 points
- \_\_\_\_\_ SFR (Certified Short Sale Foreclosure Resource)- 10 pts.

- \_\_\_\_\_ SRES (Senior Real Estate Specialist) – 10 points
- \_\_\_\_\_ Virginia Land Institute (RLI) – 10 points
- \_\_\_\_\_ Previous VAR Honor Society – 5 points/year
- Other- \_\_\_\_\_
- \_\_\_\_\_ Broker/Associate Broker license- 10 points
- \_\_\_\_\_ **Total Points for category D. (Need 15 points)**

**E. Service/Civic Activity – (15 pts minimum)**

- \_\_\_\_\_ Volunteer to charitable/civic activity (non-FAAR affiliated) – 5 points per activity
- \_\_\_\_\_ Director/Officer in Non-Real Estate Related Association or Council – 10 points each
- \_\_\_\_\_ Elected or appointed official – 15 points
- \_\_\_\_\_ FAAR Blood Drive- 5 points per donation
- \_\_\_\_\_ Homeless Shelter activity- 5 points per dinner
- \_\_\_\_\_ Habitat for Humanity Build- 5 points per Build
- \_\_\_\_\_ **Total Points for category E. (Need 15 points)**

**F. Production Points – (20 pts minimum)**

- \_\_\_\_\_ Volume Points or Transaction Sides Points\*\* (Non-producing Broker exempted)
- \_\_\_\_\_ Non-producing Managing Brokers/Broker Owners - 30 points
- \_\_\_\_\_ Non-producing Assistant-Managing Brokers-20 points.
- \_\_\_\_\_ Producing Managing Brokers/Broker Owners- 10 points
- \_\_\_\_\_ **Total Points for category F. (Need 20 points)**

**Grand Total Points earned from all categories**

I hereby certify that the above information is true and correct to the best of my knowledge. I understand that in order to qualify for the Professional Honor Role I must be a Primary or Secondary REALTOR® member in good standing with FAAR during the qualifying year and during the year recognized. I confirm that no ethics violations have occurred in the last three years.

Further, I understand that all applications are subject to approval/auditing by the FAAR Awards Committee.

Applicant's Signature \_\_\_\_\_  
 Applicant Name \_\_\_\_\_ Email \_\_\_\_\_  
 Broker Name \_\_\_\_\_  
 Broker Signature \_\_\_\_\_  
 Company \_\_\_\_\_  
 Phone # \_\_\_\_\_ Email \_\_\_\_\_  
 Date \_\_\_\_\_

\*\* Team members may apply for the Professional Honor Role as long as they account only for their volume contributed to the group.

**Benefits of FAAR Professional Honor Role membership**

- 1- All recipients are featured in The FREE Lance Star ad and in the Real Estate Showcase.
- 2- All recipients receive a certificate or a trophy (\$25 fee) Recipient's choice.
- 3- The names of all the recipients will be added to a plaque displayed in the FAAR office.
- 4- The names of all the recipients are listed at the faarmember.com website.
- 5- All recipients receive an electronic logo of the Professional Honor Role to use in marketing.