

Central Carolina REALTORS® Association
Production Year 2016 Circle of Excellence
Residential Rules and Regulations

Application deadline is 5:00PM on Tuesday, January 31, 2017.

- I. Any active Central Carolina REALTORS® Association (CCRA) member who is licensed and in good standing with CCRA and the SC Real Estate Commission **whose income is derived actively listing or selling real estate is eligible for membership in the Circle of Excellence.**
- II. A “qualifying year” shall be for a twelve-month period beginning **January 1** and running through **December 31**.
- III. Persons joining the Association during the qualifying year are only eligible for credit of GCI and Transaction Sides received after the date on the membership application filed in the Association office. GCI or Transactions Sides received prior to the date shall not be included in calculating total GCI or number of Transaction Sides. **(Exception: Waiver granted to REALTORS® gained by CCRA through merger and/or dissolution.)**
- IV. To qualify for **individual** recognition based on **GCI**, an individual must meet the following requirements for each of the designated levels below:
 - Bronze Level:** Min of \$60,000 (At least \$60,000 in GCI & 10,000 Participation Points)
 - Silver Level:** Min of \$100,000 (At least \$100,000 GCI & 10,000 Participation Points)
 - Gold Level:** Min of \$150,000 (At least \$150,000 GCI & 10,000 Participation Points)
 - Platinum Level:** Min of \$200,000 (At least \$200,000 GCI & 10,000 Participation Points)

[Note: Any points exceeding 10,000 can be used toward your total; however, you will only be able to move up one level. For example, if you earned \$140,000 GCI and 20,000 participation points, the 10,000 excess participation points will advance you from Silver to Gold, but if you earned \$140,000 GCI and 70,000 points, you could still only advance from Silver to Gold, even though your total is 210,000 (minus the required 10,000 participation).]
- V. To qualify for **team** recognition, a team’s total **GCI** shall be divided equally among the number of team members. Team leader is responsible for identifying team members. Recognition shall be as a team, not as individual members of a team; however, each team member must have a minimum of 10,000 participation points. Same requirements as above apply. (Team picture required.)

[Example: Team RE consists of Tom, Dick and Jane. Tom earns \$140,000 in GCI and has 22,000 participation points; Dick earns \$70,000 in GCI and has 10,000 participation points; Jane earns \$300,000 in GCI and has 10,000 participation points. Their total GCI = \$510,000. That’s divided by 3 = \$170,000, which by itself would qualify the team for the Gold Level. They have a total of 42,000 participation points, but 30,000 (10,000 per team member) are required for eligibility; therefore, they have an excess of 12,000 points, which is divided by 3 = 4000. They have a total of 174,000 (Total GCI of \$510,000/3=**\$170,000** + excess participation points of **4000** = **174,000**) which qualifies Team RE for the **Gold** Level.]
- VI. An **individual or team** may also qualify based on the number of **transaction sides** closed and the recognition levels are the same as above. Each side translates to 2,500 points.

[Example: John, an individual REALTOR, closes 24 transaction sides and has 10,000 participation points. 24 sides x 2500 per side = 60,000. John receives individual Bronze recognition.

Team COLA has three REALTORS, Harry, Sally and Thelma, who are actively listing and selling. Team COLA closed 180 sides. Each team member has the minimum 10,000 participation points. 180 x 2500 = 450,000, which is divided by the three team members. \$450,000/3 = \$150,000. Team COLA qualifies for the Gold Level.]

[NOTE: GCI is gross commission income. It is the amount of income you produced in your transactions, BEFORE any splits with the broker. Referral fees may be used as GCI. Individual and team applicants MUST submit an official agency print-out, including agency name and applicant or team leader's name. Print-outs must show total GCI or total sides. No exceptions will be made.]

**If two or more agents are co-listing or co-selling agents on a transaction, the GCI credit or Sides credit shall be split equally among them.*

- VII. Participation Points:** CCRA is implementing electronic registration for all CCRA sponsored events. It is the responsibility of each individual member to check in with CCRA staff in order to receive participation points. Participation in SCR and NAR events will be acknowledged via email. It is the responsibility of each individual member to retain participation points to be submitted with application of the Circle of Excellence. All CCRA participation points MUST be verified by CCRA. In the event of a discrepancy, the committee will defer to CCRA records. No exceptions will be made.

Participation Points are to be awarded, but not limited, to the following:

Education/Training through the Association	1,000 points/credit hour w/2 hr. minimum
Serving on a committee or CCRA Board of Directors	5,000 points
Serving as committee Chair or Vice Chair or Chairperson of BOD	10,000 points
Participating in a Board Sponsored "Pay to go" Event (Ex: REALTOR® luncheon, Hay Hill RPAC fundraiser, Thanksgiving Breakfast, Boots and Blue Jeans, etc.)	2,500 points
Contributions (RPAC, Charities sponsored by CCRA) (i.e: Children's Garden, Project H.O.P.E.)	Based on contribution amount
Attending a SCR or NAR Convention	15,000 points
Affiliate Recruitment	2,500 points

- VIII. Member Standing:** Applicant must be a member of the Central Carolina REALTORS® Association in good standing at the time of election and the time of presentation of awards.
- IX.** The Circle of Excellence Committee shall be authorized to set an application fee prior to requesting applications for membership in the Circle of Excellence.
- X.** The Circle of Excellence of the Central Carolina REALTORS® Association has been established and is sponsored by the Central Carolina REALTORS® Association, and all actions of the Circle shall be subject to approval of the Board of Directors of the Central Carolina REALTORS® Association. The Committee shall include no more than 3 members from any single company, be they Brokers, Managers, or Agents. There shall be at least one committee member who is part of a Sales "Team". All Committee members shall be past recipients of either the Circle of Excellence Award or its precursor, the GCAR Million Dollar Club.

- XI.** As in the case of all organizations sponsored by the Central Carolina REALTORS® Association, active membership in the Circle of Excellence shall be contingent upon membership in good standing in the Central Carolina REALTORS® Association. If for any reason, a member of the Circle of Excellence ceases to be a member of the Central Carolina REALTORS® Association, his active membership in the Circle of Excellence is automatically terminated. Life Membership shall not be thus terminated, but a Life Member who ceases to be a member of the Central Carolina REALTORS® Association shall have no vote nor voice in the Circle of Excellence.
- XII.** The information submitted by applicants is accessible only to the CCRA Staff, the Circle of Excellence Committee and the Board of Directors and will be handled in a most confidential manner.
- XIII.** Any advertising for Circle of Excellence Members using the Central Carolina REALTORS® Association designation shall be governed by the Rules and Regulations of the Central Carolina REALTORS® Association Circle of Excellence. Members of the Circle of Excellence shall be authorized to use the term “Circle of Excellence” on calling card, letterheads and other advertising **only** during the year in which they are members of the Circle of Excellence. Life members of the Circle of Excellence shall be eligible to use the term “Circle of Excellence” as long as they live.
- XIV.** An Active Life member is one who has been elected to Active Membership for three successive years or has been elected for any five years that the Circle of Excellence has been available. All Life Members’ and Active life Members’ election shall be automatic upon their qualification.
- XV.** A member of the Circle of Excellence will be recognized as affiliated with the firm in which he/she was affiliated as **of December 31st of the qualifying year.**
- XVI.** Rules and regulations governing membership must be published prior to **April 15 of the qualifying year.** An exception of this may take place should the Circle of Excellence committee, with the approval of the Board of Directors, deem special changes to be necessary.