



So you want to qualify for the 2024 Circle of Excellence...

REALTORS® qualify for the **Circle of Excellence** by taking measurable actions, such as course completion and volunteerism. Each action yields a corresponding point value, and applicants must earn at least 100 points during the calendar year to qualify for the **2024 Circle of Excellence**. Follow these steps to accumulate and tabulate your points:

Complete all mandatory courses

1

These courses **must** be completed in 2024. Click on the hyperlinks to register.

Complete at least one optional course

2

A minimum of **one** optional course must be completed in 2024. Click on the hyperlinks to register.

Determine points earned in the Leadership & Contribution category

3

There is no point minimum for this category.

Earn points in the Community Engagement category

4

There is no point minimum for this category.

Submit your application

5

Applications open Fall 2024 and will close on December 31, 2024.

Professional Development

Mandatory:

- ☐ Contract Workshop | [March 20](#) – **30 pts**
- ☐ NAR Triennial Ethics | [April 16](#) or online at [NAR.realtor](#) – **10 pts**
- ☐ Fairhaven | online at [Fairhaven.realtor](#) – **10 pts**

Optional:

- ☐ Virginia REALTORS® [Property Management Certification](#) – **10 pts**
- ☐ [Fair Housing](#) – **10 pts**
- ☐ [Road Rules of CVR MLS](#) On-Demand – **10 pts**
- ☐ [Conquering Contract Contingencies](#) – **10 pts**
- ☐ [Asking for a Friend](#): Best Practices for Today's Real Estate Market – **10 pts**
- ☐ [Professional designation](#) received in the calendar year – **10 pts**
- ☐ [Professional designation](#) received in a previous year – **5 pts**

Leadership & Contribution

- ☐ Voluntary \$99+ Fair Share RPAC Contribution – **10 pts**
- ☐ Voluntary Real Estate Assistance Programs (REAP) Contribution – **10 pts**
- ☐ RAR Leadership Development Academy Graduate – **10 pts**
- ☐ Current or previous RAR Board of Directors Member – **10 pts**
- ☐ Current or previous RAR or CVR MLS Committee Chair/Vice Chair – **10 pts**
- ☐ Current RAR or CVR MLS Committee Member – **5 pts**

Community Engagement

- ☐ Appointed Member of a Public Board or Commission during the calendar year – **10 pts**
- ☐ Current Nonprofit Board Chair – **10 pts**
- ☐ Current or previous Nonprofit Board Member – **5 pts**
- ☐ Volunteer activity completed during the calendar year – **5 pts**

Total points: _____/100