So you want to qualify for this year's 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 this year's Circle of Excellence. Follow these steps to accumulate and tabulate your points:

1 Complete all mandatory courses

These courses **must** be completed in 2026. Click on the hyperlinks to register.

2 Complete at least one optional course

A minimum of **one** optional course must be completed in 2026. Click on the hyperlinks to register.

3 Determine points earned in the Leadership & Contribution category

There is no point minimum for this category.

4 Earn points in the Community Engagement category

There is no point minimum for this category.

5 Submit your application

Applications open Fall 2026 and will close on December 31, 2026.

Professional Development

Mandatory:

- ☐ NAR Triennial Ethics | Online at NAR.realtor – **10 pts**
- ☐ Contract Workshop | November 16 – **30 pts**
  (Deconstructing the CVR MLS Purchase Agreement - 15 pts, Constructing an Airtight Contract - 15 pts)
- ☐ Fairhaven 2.0 | online at Fairhaven.realtor – **10 pts**

Optional:

- ☐ NAR C2EX *(online)* - **10 points**
- ☐ Virginia REALTORS® Property Management Certification – **10 pts**
- ☐ Fair Housing – **10 pts**
- ☐ Road Rules of CVR MLS On-Demand – **10 pts**
- ☐ Advanced Contract Writing – **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**
- ☐ RAR or CVR MLS Task Force participant during the calendar year – **5 points**

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: _____/ **10**

For more information about the Circle of Excellence program, go to RARealtors.com/ProfessionalDevelopment