

Placer County Association of REALTORS®

# 2020 Masters Club Application



*Deadline: Friday, January 29, 2021 @ 5:00pm*



Name \_\_\_\_\_ Company \_\_\_\_\_  
 First Year Member     Masters Club Member 1-4 yrs     Life Member 5-9 yrs     Outstanding Life Member 10+  
**PICTURE -Please attach or e-mail your current photo to dulce@pcaor.com to be included in the Masters Club Program. Due by March 12th, 2021.**

### Annual PCAR Masters Club Dues (Required)

PCAR Masters Club Dues & production report-\$50.00 (Required)  
 Dues Only- \$50.00 (Required)\*Maintains your status when qualification amount is not reached. Years will not increase with "Dues Only" nor are you allowed to order a current years plaque. See qualifications chart on rules page for more details.  
**Total : \$50**

### SAR Reciprocal Dues (Optional)\*If you are a primary member with SAR you MUST submit application & dues to SAR.

SAR Reciprocal Dues - \$85.00 \*For more information on reciprocal dues, see rules page, "Reciprocal Agreement."  
**Section Total : \$ \_\_\_\_\_**

### Awards

Name on Award (if different than above): \_\_\_\_\_

- Single Year Plaque-\$50.00 (picture 1)
- Single Year (Walnut) Plaque-\$87.00 (picture 2)
- Perpetual (Walnut) Plaque: (picture 3;comes w/2020 plate)
  - 24 Plates-\$170.00
  - 18 Plates-\$150.00
  - 12 Plates-\$120.00
- Brass Plates for Perpetual Plaque \$7.00 each (specify years) \_\_\_\_\_



**Section Total: \$ \_\_\_\_\_**

### Masters Club Celebration Message:

Due to COVID 19, we are currently unable to plan an in person gala/celebration. Any updates on a future celebration will be e-mailed and posted to the Masters Club Facebook page. [facebook.com/PCARMastersClub](https://www.facebook.com/PCARMastersClub)

### Masters Club Advertising Opportunities

It is policy of the Placer County Association of REALTORS® to NOT share its member's contact information; therefore, if you would like us to share your contact information with the local publications that have special Masters Club Advertising opportunities, please agree by initialing below.

OR you can visit [www.pcaor.com/Masters-club/](http://www.pcaor.com/Masters-club/) for the latest advertising opportunities.

**Initial to share your contact info: \_\_\_\_\_**

### Payment

Charge to my Visa/Mastercard/AMX/Discover # \_\_\_\_\_ exp. \_\_\_\_\_  
 Check Enclosed  
**Return to Dulce at:** dulce@pcaor.com or  
**Mail to:** PCAR, 270 Technology Way Ste. 100, Rocklin, CA 95765  
**Total Amount Due: \$ \_\_\_\_\_**  
 (add all sections above)

### STAFF USE ONLY

Current Year & Status: \_\_\_\_\_  Approved By: \_\_\_\_\_ Date: \_\_\_\_\_  
 Photo Received/Date: \_\_\_\_\_  
 Notes:

# 2020 Masters Club Application

## Production Report



**Deadline: January 29, 2021 @ 5:00 p.m.**

Name \_\_\_\_\_ Company \_\_\_\_\_ Years In Masters Club: \_\_\_\_\_  
 Cell Phone (\_\_\_\_) \_\_\_\_\_ E-Mail \_\_\_\_\_

### Masters Club Production Report Instructions: (Required)

- From the Prospector home page go to "Search" then select "Standard"
- Select all the Property Types (Residential, Mobile Home in Park, Residential Income, Lots & Land, Commercial, Business Opportunity)
- Under Statuses
  - Check Closed (if active statuses are checked, uncheck them)
  - Enter 01/01/20 thru 12/31/20 for the Selling Date range
- Under Listing Agent ID
  - Enter your Agent ID (the ID you use to log-on to Prospector)
- Under Selling Agent ID
  - Enter your Agent ID (the ID you use to log-on to Prospector)
- Select the "or" button instead of "and" between the Listing and Selling Agent ID
- Click the Search button near the top of the page
- Under Search Results check the box next to each property type (Residential, Mobile Home in Park, Residential Income, Lots & Land, Commercial, Business Opportunity)
- Click the Reports button near the top of the page
- Under the Standard Reports section, check the box next to "Masters Club Report"
- Click the "Run Reports" button at the top of the page
- Print & Attach to this Application

**2020 Qualification Minimum:**  
**\$5 Million in production and 8 transaction ends OR 20 transaction ends**

**Note:** If your Masters Club report does not reach the minimum qualifications, please complete form below

Property Address	Closing Date	List or Sell or Both	Sales Price	Amount of credit earned for Masters Club	Attached (Circle One)
					Settlement Statement or Out of Area MLS Print Out
					Settlement Statement or Out of Area MLS Print Out
					Settlement Statement or Out of Area MLS Print Out
					Settlement Statement or Out of Area MLS Print Out
					Settlement Statement or Out of Area MLS Print Out

**Add Totals from Masters Club Report & Form Above:**

**Total Transaction Ends \_\_\_\_\_**

**Total Volume \$ \_\_\_\_\_**

I/we certify that all figures shown on this application are true and correct and I authorize you to contact the title company if necessary.

Agent Signature \_\_\_\_\_

Broker Signature \_\_\_\_\_

Required

← SIGN HERE

Application will not be processed without signatures.



**Masters Club Rules**  
(Revised - 12/2020)

**Purpose**

To recognize the Top REALTOR® members that have achieved the qualifying amount with a **minimum of 8 closed ends AND \$5 million in production OR 20 closed ends.**

**Masters Club Goals**

It is the goal of the Masters Club to have between 10-15% of the REALTOR® members of the Placer County Association of REALTORS® belong to the Masters Club.

Each June, the Masters Club Committee shall review the Membership figures. Should the number of REALTOR® members approved for the Masters Club exceed 15% or drop below 10%, it will be a duty of the Committee to recommend changes to the criteria to the Board of Directors.

**Eligibility**

The applicant must be a REALTOR® member of the Placer County Association of REALTORS® in good standing. Reciprocal membership is available to members of the Sacramento Association of REALTORS®

**Criteria For Approval**

**Payment of Annual dues (currently \$50)**

Applicant must complete the Masters Club Application and attach the MLS print outs for each transaction OR attach the "Masters Club Report" from Prospecter. Applicant will be given 200% credit of the sales price if she/he represented both the buyer AND seller of the closed escrow(double-ends). Applicant will be given credit for 100% of a transaction if he/she represented only a buyer or only a seller in a single transaction.

**If the applicant shared in the listing end or the selling end of the transaction with another agent, he/she can only take credit for the portion that the applicant actually completed. (Example: Applicant (agent A) shared the listing end with agent B and agent C sold the property, then applicant (agent A or B) can only take credit for 50% of the selling price and 50% of the end). Agent C gets 100% credit. Referral fees are not eligible towards the Masters Club membership, with the exception of new home sales.**

Both MLS and Non-MLS sales will be counted. A closed escrow must be recorded during the calendar year to be counted. Applicant may only submit transactions where he/she was the agent of record in the transaction and a commission was paid. **Only transaction of property located in the state of California will be counted.**

On exchanges, the dollar volume credit for listing and selling shall be determined in the same manner as in a normal transaction....i.e., credit for a transaction will be based on the appropriate portion of the selling price that is attributed to the Masters Club applicant.

Designated REALTORS® (Brokers) do not receive credit for the listing and sales of their licensed personnel. They receive listing and selling credit only on their individual transactions.

All applications will be reviewed and approved by the Committee, and all applicants will be notified of their approval by the Association. All supporting materials must be available for verification upon request of the Masters Club Committee. Failure to furnish records for verification will cause applicant to be disqualified. Falsification of records of sales credit will result in the individual's disqualification from further participation in the Masters Club.

**Preparation of Application**

The applicant shall only use an approved PCAR Masters Club entry form.

The application must be signed by the agent's Broker or Designated Manager. Principal brokers may sign their own application. If the applicant was with more than one broker during the year, both the former and current Broker(s) or designated Manager(s) must sign the application.

**Deadline**

The final deadline for submitting applications (entry forms) is **January 29, 2021 at 5:00 p.m.** in the Association Office for the members to be eligible to participate in the annual Masters Club awards program and publicity. **Applications submitted between January 30th, 5:01pm and March 31st 5:00pm will be subject to a \$50 late fee, making the total dues \$100. No applications will be accepted after March 31st at 5:00pm.** The final deadline to submit your photo to be included in the Program at the Awards Program is March 12, 2021.

**Types of Membership**

1. New Member- Is the designation pertaining to a First year member or Member who has had a 3 year or more lapse in Membership and meets current requirements.
2. Continuing Member-Is the designation pertaining to a member who has achieved club criteria more than once, has achieved club criteria for the current year and has paid the current year's dues.
3. Life Member-Is the designation pertaining to a member who has achieved club criteria in any five out of seven years and has paid the current year's dues.
4. Outstanding Life Member-Is the designation pertaining to a life member who has achieved club criteria for a total of ten years, and has paid the current year's dues.

**Lapses in Membership**

**Masters Club Members who have not paid their dues for a period of three (3) years or more will need to pay missed year's dues and an additional \$50 late fee to continue your last active status year.**

**Reciprocal Agreement**

Based on a reciprocal agreement with the Sacramento Association of REALTORS®, members of SAR are eligible to join the PCAR Masters Club by paying annual dues in the amount of \$50. Individuals must be a current member of SAR and the SAR Masters Club in order to be eligible to join as a Reciprocal Member.

**Recognition of Members**

Only members who have achieved club criteria for the current membership year and Outstanding Life Members who pay the current year's dues will be recognized at the annual awards meeting and in local media publications and PCAR news media. Approved reciprocal members will also be recognized.

**Advertising/Use of Logo**

-Outstanding Life Members who have paid their dues for the current year, may advertise or use the Outstanding Life Logo. If you do not meet the criteria for a current year the number of years that you have as a Masters Club Member will not increase.

- Life members who have met the current criteria and paid their dues, may use the Life Logo and advertise. Life members who have paid their dues but did not meet the criteria will not be able to advertise but can continue to use the logo.

-Members under 5 years who have met the criteria and paid their dues, may use the Masters Club logo and advertise.

**Masters Club Committee**

The President and Executive Committee shall appoint the Chairperson of the Masters Club from the previous years Masters Club Committee. Committee members shall serve a two-year term. Those wishing to serve on the Masters Club committee must be at least a 3<sup>rd</sup> year Masters Club member and may submit an application which will be available in February. Minimum Qualifications to Serve on Masters Club Committee:

1. You must be a member in good standing with PCAR, CAR, and NAR.
2. You must be a current Masters Club member.
3. You must be at least a 3rd year Masters Club Member.

**Masters Club Committee Mission**

To celebrate and recognize the current year's Masters Club members who reflect the top 10-15%; to provide networking and career growth opportunities; and to educate all PCAR members on the value of striving to qualify and become a Masters Club Member.

**Meetings**

The Masters Club will hold one meeting per month: Awards Program (April) and other meetings as necessary.

**Annual Awards**

Plaques/awards may be purchased by approved Masters Club members. Each member has the option of purchasing a single year plaque or perpetual plaque.

Special Awards may be given as determined by the Masters Club Committee.

**Annual Dues**

Annual dues shall be set by the Board of Directors (currently \$50). The fee collected by the Masters Club shall be used for any administrative fees charged by PCAR and any club related expenses. Dues for all classes of Masters Club membership must be paid by the established deadline of January 31st. Applications submitted after January 31st are subject to a \$50 late fee. Once a member is deleted, they will be required to start over without accumulated years unless reinstatement is granted by the Masters Club Committee by specific request. **If you don't qualify in a given year, a member can submit their dues to maintain their current status.**

**Changes to these Rules**

Changes to these Rules can be made by 1) Recommendation of the Masters Club Committee with approval of the Board of Directors; or 2) by the Board of Directors.

**Exceptions**

**Any requests for exceptions to these rules must be put in writing and submitted to the Association for approval by the Masters Club Committee.**

**Masters Club Qualification Chart**

Year	Category	Qualify	Pay Dues	Hold Place	Use Logo	Plaque	Advertising
1	New	Yes	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
		No					
2-4	Continuing	Yes	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
		No					
5-9	Life	Yes	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
		No	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
		No					
10+	Outstanding Life	Yes	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
		No	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>
		No					