



## Purpose

To recognize the top REALTORS® who have met the approved criteria in one of the categories listed below during the prior calendar year.

## Mission Statement

The Lodi Association of REALTORS® Masters Club achieves two vital goals for our association. First, recognizes and supports the achievement of top REALTORS® who apply for membership, and have earned a level of excellence in real estate sales exemplifying professionalism, competency and productivity. Second, fundraises to support additional programs and services that enhance the communities in which we live and work.

## Eligibility

THE APPLICANT MUST BE A LICENSED REAL ESTATE AGENT OR BROKER and a Member in “good standing” with the Lodi Association of REALTORS® at the time of application when applying for Masters Club Membership. Member, as used in these rules, refers to someone who remains a LAR Member in good standing at all times and has paid the current Masters Club dues. A REALTOR® may be a primary or secondary member of LAR.

## Criteria for Approval

1. MetroList® Masters Club report shall be used to determine sales production.  
Applicant will be given 100% credit for a transaction if member represented only a buyer or only a seller in a single transaction. Applicant will be given 200% credit for the sales price if member has represented both the buyer and seller of the closed escrow. **(Effective 2023—Not Retroactive)**
2. If the applicant **shared** in the listing end or the selling end of the transaction with another agent, member can only take credit for the portion that the applicant actually completed. (Example: Applicant (Agent A) shared listing end with Agent B, and Agent C sold the property. Applicant (Agent A) can only take credit for the portion for which they are due, **(which may not be less than 50%)**). Transactions not reflected properly will be considered with submission of documentation justifying credit for the applicant’s share of the listing or sale. Qualifying documentation includes the listing and/or sales printout with the applicant’s name recorded as part of the listing or sales team. **(Effective 2023—Not Retroactive)**
3. Additional supporting materials must be provided for verification at time of application. 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. **(Effective 2023—Not Retroactive)**
4. Both MetroList® and non-MetroList® California sales may be counted. A closed escrow must be recorded during the applicable calendar year to be counted. Applicant may only submit transactions where they were the agent of record and an agency relationship has been confirmed. **(Effective 2023—Not Retroactive)**
5. Transactions not on the MetroList® Masters Club report shall be considered a Non-MetroList® transaction. To receive credit for a Non-MetroList® transaction a *Non-MLS Sales Verification Form*, with the required documentation, must be submitted with the application for each Non-MetroList® transaction. **(Effective 2023—Not Retroactive)**



### Team Transactions

“Teams”, as used in these Standing Rules, are sets of individual agents or brokers who work together on transactions. Each team member must qualify individually and be approved for Masters Club in order for that team to market themselves as Members of Masters Club for that qualifying year. [Effective 2023—Not Retroactive](#)

### Use of Logo and Advertising

Use of the Masters Club logo and/or advertising is restricted to LAR Members who remain in good standing with the Association at all times and who have paid the current Masters Club dues. For new and continuing Members, the logo and/or advertising may be used only by those Members who have submitted an application and have been accepted for Membership for the current Membership year. The current Membership year must be legible on all printed material.

Life Members and Outstanding Life Members, who did not achieve club criteria in the current year, may use the logo and/or advertising only if they have paid the annual dues for the current Membership year. The current Membership year will not be included in the logo for those Life Members and Outstanding Life Members. (see Recognition of Members)

### Preparation of Application

1. A Masters Club application form completed and signed by the applicant.
2. Upload the MetroList® Masters Club Report.
3. Upload a photo (applicant only) to be used for the newspaper. Photo must be 640 X 480 (min 300dpi) in .jpg or .png format.
4. NON-MLS SALES: If the MetroList® Masters Club Report does not provide the qualifying amount of credit, a *Non-MLS Sales Verification Form* AND an *excel spreadsheet* will be provided during the online application process. These forms must be used to add any *Non-MLS* sales to meet the qualifying amount of credit to join Masters Club.
5. EACH *Non-MLS* sale must be listed on the Excel spreadsheet along with the following:
  - *Non-MLS Sales Verification Form (one form for each transaction)*
  - *Entire purchase contract*
  - *Certified Final HUD1 Statement (certified by escrow)*

### Application Deadline

Applications for the applicable calendar year **MUST** be completed online, beginning January 1st of each year. All applications must be received by the LAR staff no later than the first business day in March by 11:59 PM.

**Late applications will not be accepted under any circumstances.**



## Annual Dues & Dues Only Membership

**All Members** must pay the current annual dues in order to retain membership in the Masters Club.

**Only Life and Outstanding Life Members who do not meet the club criteria** for the current Membership year may pay the annual dues in order to advertise as a Masters Club Member, use the logo, and keep their Membership level. Paying “dues only” will not count as an eligible year for advancement to the next type of membership. Dues only Membership must be paid during the application period. **Late applications will not be accepted under any circumstances.** (Effective 2023—Not Retroactive)

## Budget and Finance

The dues collected by the Masters Club shall be used for any club-related functions and any administrative fees charged by LAR. Consideration will be given to any excess dues at the end of the year for contributions to charitable organizations. The Masters Club Committee makes decisions on the allocation of funds. An annual financial statement will be prepared and submitted to the LAR Board of Directors for review.

## Types of Membership

**Member** - Is the designation pertaining to a Member who has applied for and **achieved club criteria for the current year and has paid the current year's dues.**

**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.

**Life Member** - Is the designation pertaining to a Member who has achieved club criteria in any five out of seven consecutive years and has paid the current years dues. (See Recognition of Members and Annual Dues for clarification.)

**Outstanding Life Member** - Is the designation pertaining to a life Member who has achieved club criteria for a total of ten out of fifteen consecutive 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 lose their last designated Masters Club Membership status and start over as a Member.

## Recognition of Members

- Only Members who have achieved club criteria for the current Membership year and pay the current year's dues will be recognized at the annual awards meeting, in local media publications, and LAR news media.
- Only Members who have achieved club criteria for the current year will receive a trophy.
- Outstanding Life and Life Members who do not achieve club criteria for the current membership year may use the logo by paying the dues only membership for the current year. Dues only members will not receive media recognition or a trophy.