

Coastal REALTORS® Coastal Area Local Specialist Industry Partner (CALs CIP)

Guidelines

The **Coastal Area Local Specialist Certified Industry Partner (CALs CIP)** is an education certification program offered to Affiliate Members by the Coastal Association of REALTORS® (CAR). The purpose of the CALs CIP certification is to help industry professionals distinguish themselves by gaining valuable knowledge, skills, and proficiency in unique local real estate issues, while acknowledging their experience and expertise in **Worcester, Wicomico, and Somerset Counties** in Maryland.

To Apply: An application documenting all the required criteria must be submitted.

Eligibility Criteria: The following criteria must be met to receive the CALs Certified Industry Partner designation:

- The candidate must be an **Affiliate Member in good standing** with the Coastal Association of REALTORS®
- The candidate must have a minimum of **two (2) years of experience** in their respective industry
- Applicant must provide proof of participation in at least **ten (10) transactions** within the past two (2) years in any of the following counties: **Worcester, Wicomico, and/or Somerset Counties** (*examples include settlements, loans closed, inspections performed, and similar services*)
- Completion of the eligibility requirements must be within **two (2) years** of program start
- Payment of **\$175.00**
- Completion of the following course areas (1.5-hour courses):
 - Condominium/Second Home Financing
 - Rental Property
 - Ocean City Areas
 - Ocean Pines Areas
 - Well and Septic Systems
 - Flood Insurance
 - USDA Financing/Renovation Lending
 - New Construction

Renewal Criteria

To maintain the certification, the designee must attend no less than **two (2) certification update events** and provide proof of at least **four (4) transactions** within the aforementioned counties.

Recognition

Those completing the certification will have their contact information displayed on a special **“Coastal Area Local Specialist”** page on the CAR website; access to a private Facebook group; receive a bi-annual newsletter; receive a paper certificate and a logo pin.

(Private Facebook Group and the bi-annual newsletter to be managed by the Education Committee Chairperson and one (1) CAR Administrator.)