

QER Explanation: Transactions and Reporting Requirements

IADA Standard 3.0.1 Dealer Sales Activity: Dealers **MUST** meet the experience metrics detailed in the IADA Qualifying Experience Report.

Dealers seeking accreditation must complete the Qualifying Experience Report for the preceding 5-calendar years prior to the date of application. For example, if the Aircraft Dealer applies for Accreditation on April 1, 2019, they will be required to provide transaction data from January 1, 2014 through December 31, 2018. Appropriate evidence for the preceding calendar year **MUST** be provided.

To be granted and maintain accreditation, each Dealer must accumulate 2,000 points each calendar year. If an Aircraft Dealer fails to meet this requirement, IADA Board of Directors may grant 12 additional months to meet this requirement.

Qualifying Experience Report: The Qualifying Experience Report (QER) outlines the point value for a variety of Dealer Transactions. When completing the report, **all** Dealer transactions must be included along with the appropriate records to substantiate each transaction.

Transactions are broken into the following categories:

Transactions	Points	Examples of Evidence
Closed Purchase or Sale > \$10 M	300	Purchase Agreements, Title Flow (FAA, IR, and Post Title Search), Bill of Sale
Closed Purchase or Sale \$3M - \$10M	200	Purchase Agreements, Title Flow (FAA, IR, and Post Title Search), Bill of Sale
Closed Purchase or Sale \$1M - \$3M	150	Purchase Agreements, Title Flow (FAA, IR, and Post Title Search), Bill of Sale
Closed Purchase or Sale < \$1M	75	Purchase Agreements, Title Flow (FAA, IR, and Post Title Search), Bill of Sale
Exclusive Listing Agreement	20	Listing Agreement
Exclusive Acquisition Agent Agreement	20	Acquisition Agreement
Inventory Transaction (Funded)	400	Purchase Agreement, Proof of Title
Dealer Transaction (Buy-Sell)	200	Purchase Agreement