



2021 ABOR INDUSTRY AWARDS

Each year, the Austin Board of REALTORS® relishes the opportunity to honor and celebrate our members' many outstanding accomplishments through the ABoR Industry Awards. Finalists and winners will be carefully vetted and selected by the Industry Awards Committee. Please see below the timeline and descriptions of each award category.

**All applicants must be primary members at the Austin Board of REALTORS® to be eligible. Applicants must also submit a professional head shot and a 2-minute application video to be considered.*

FEBRUARY 11 Nominations and Applications Close

MARCH 3 Finalists Announced

MARCH 25 Winners Announced

AFFILIATE OF THE YEAR

The Affiliate of the Year Award honors an ABoR affiliate member who consistently engages with the REALTOR® members of ABoR and offers valuable products and services to members and their clients. The applicant's business achievements, ABoR sponsorships, participation in the association, and community involvement will also be taken into consideration.

- 75% ABoR Involvement
- 15% Business Accomplishments and Other Involvement
- 10% Community Involvement

This is an individual award. An Affiliate is defined as a member who holds affiliate membership status at ABoR. Only the personal accomplishments of an applicant will be considered.

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COMMUNITY SERVICE AWARD

The Community Service Award recognizes a member who allocates a significant amount of time, energy, and resources to help support the community and who also inspires others to do the same, while still maintaining a thriving real estate career. Participation in ABoR Foundation initiatives, brokerage-led service projects, and personal charitable involvement are an important part of the application. The applicant's personal production, business achievements, continuing education, and participation in ABoR are also taken into consideration.

- 60% Community Involvement
- 25% ABoR/Industry Involvement
- 10% Production
- 5% Education

This is an individual award. Only the personal accomplishments of an applicant will be considered.

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EDUCATOR OF THE YEAR

The Educator of the Year Award honors a real estate instructor at ABoR who provides exceptional intellectual, moral, and social instruction to our REALTOR® members and supports our association and initiatives as a whole. They build caring relationships with students as they work through the challenges and nuances of practicing real estate in our marketplace. The applicant's business achievements, participation in the association, and community involvement will also be taken into consideration.

- 40% ABoR/Industry Involvement

- 25% Business Accomplishments
- 25% Education
- 10% Community Involvement

This is an individual award. Only the personal accomplishments of an applicant will be considered.

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BROKER OF THE YEAR

The Broker of the Year Award is bestowed upon a broker member from each category who has exemplified extraordinary initiatives and strategies in their brokerage business model and processes. They actively encourage and provide opportunities for their agents to become more involved in the industry and their community. The brokerage's industry achievements and production average per agent are an important part of the application. The applicant's personal career achievements, continuing education, participation in the association, and community involvement will also be taken into consideration.

- 35% ABoR/Industry Involvement
- 20% Community Involvement
- 20% Business Accomplishments
- 15% Production
- 10% Education

This is a Broker award. A broker is defined as an individual who holds their own broker's license. One broker in each of the following categories will be recognized: 1-50 agents, 51-100 agents, 101+ agents.

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ROOKIE OF THE YEAR

The Rookie of the Year award celebrates a member who distinguished themselves from their peers and achieved high levels of success early on in their career. The Rookie of the Year Award is primarily based on an evaluation of a member's personal production, their initiatives to further their education, and their contribution to the real estate industry on a local, state, and national level. The applicant's business achievements, continuing education, participation in the association, and community involvement will also be taken into consideration.

- 50% Production
- 20% Education
- 20% ABoR/Industry Involvement
- 10% Community Involvement

This is an individual award. A Rookie is defined as a member who has been a REALTOR® for 24 months or less (January 1, 2020, or later). Only the personal accomplishments of an applicant will be considered.

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SALESPERSON OF THE YEAR

The Salesperson of the Year award honors an individual who broke barriers and achieved extraordinary volume in terms of sales dollar amount and number of transactions closed in 2021. The Salesperson of the Year Award is primarily based on an evaluation of a member's personal production and their contribution to the real estate industry on a local, state, and national level. The applicant's business achievements, continuing education, participation in the association, and community involvement will also be taken into consideration.

- 80% Production
- 10% ABoR/Industry Involvement
- 5% Community Involvement
- 5% Education

This is an individual award. Only the personal accomplishments of an applicant will be considered.

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REALTOR® OF THE YEAR

The REALTOR® of the Year award is a prestigious honor based on an evaluation of a member's continual involvement in and contribution to the real estate industry on a local, state, and national level. This individual has distinguished themselves from their peers through both their industry involvement and career growth, and is identified as a leader in the real estate industry. The applicant's personal production, business achievements, continuing education, participation in the association, and community involvement are all taken into consideration for this award.

- 50% ABoR/Industry Involvement
- 20% Production
- 20% Community Involvement
- 10% Education

This is an individual award. Only the personal accomplishments of an applicant will be considered.

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THE ETHICS AWARD

The Ethics Award is a new category for 2021. This award was created to honor agents who go above and beyond what's required in the REALTOR® Code of Ethics. They champion Fair Housing, equity, and inclusion in their community and consistently demonstrate human values and ethics in their business. The applicant's personal production, business achievements, continuing education, participation in the association, and community involvement will also be taken into consideration.

- 25% Business Accomplishments
- 25% ABoR/Industry Involvement
- 25% Community Involvement
- 15% Education
- 10% Production

This is an individual award. Only the personal accomplishments of an applicant will be considered.

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ICONIC CHANGEMAKER

The Iconic Changemaker Award honors a member who, throughout their career, has exemplified what it means to be a leader in the real estate industry on a local, state, and national level. This individual has been an ABoR member for 20+ years and during that time, has greatly impacted the real estate industry and the lives of others through their work as a REALTOR®. The applicant's business achievements, continuing education, participation in the association, and community involvement will also be taken into consideration.

- 40% Business Accomplishments
- 40% ABoR/Industry Involvement
- 15% Community Involvement
- 5% Education

*This is an individual award. Only the personal accomplishments of an applicant will be considered.
Applicants must have maintained ABoR membership for a minimum of 20 years to be considered.*

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PLAN AHEAD

Below are questions that you'll be asked when applying or nominating someone. Apply or nominate online [here](#).

All applications require name, email, phone number, and company information.

NOMINATION FORM

- Which ABoR Industry Award are you making a nomination for?
- Name and company of nominee
- Please describe why the person you are nominating is deserving of this ABoR Industry Award

AFFILIATE OF THE YEAR

- Did you receive any special recognition in 2021 for your business conduct, service to clients, or any other business accomplishment?
- Aside from ABoR class and event sponsorships, in what other ways do you show your support of ABoR to your clients and peers?
- What sets you apart from the competition?
- What are some of the biggest challenges you have had to overcome to continue to support your clients this past year?
- In a 2-minute video, please tell us why you think you should win the Affiliate of the Year Award? Link to video required.

COMMUNITY SERVICE AWARD

- How many TREC approved real estate related educational courses did you take this past year?
- What real estate designations or certifications do you currently hold?
- From January 1 - December 31, 2021, what was your individual total production in sales volume dollars? - please include residential sale and lease transactions that closed in 2021
- From January 1 - December 31, 2021, what was your individual total production in transactions closed? - please include residential sale and lease transactions that closed in 2021
- Who in your company can verify your production numbers?
- Please list below any leadership positions held at ABoR in 2021.
- List any committees that you were a member of at ABoR in 2021.
- What volunteer groups that you were a member of at ABoR in 2021?
- What Strategic Partner organizations that you were a member of at ABoR in 2021?
- List of ABoR programs/events that you attended in 2021.
- Leadership positions held at Texas REALTORS® or the National Association of REALTORS® in 2021.
- List other industry related groups or organizations you were involved in this past year.
- What other industry related events/conferences did you attend in 2021, either in person or virtually?
- How did you serve as a resource to the community in 2021?
- In what ways did you encourage others to become more involved in the community in 2021?
- Did you receive any special recognition in 2021 for your business conduct, service to clients, or any other business accomplishment?
- In what ways are you involved with the real estate association at the state level?
- In what ways are you involved with the real estate association at the national level?
- What inspires you the most to support your community?
- What are some of the biggest challenges you have had to overcome to continue to support the community this past year?
- In a 2-minute video, please tell us why you think you should win the Community Service Award? Link to video required.

EDUCATOR OF THE YEAR

- What real estate classes have you taught for ABoR this past year?
- What real estate classes have you taught at the state or national level this past year?
- What real estate classes are you uniquely qualified to teach?
- What real estate classes have you written this past year?
- List any leadership positions held at ABoR in 2021.
- List any committees that you were a member of at ABoR in 2021.
- List any volunteer groups that you were a member of at ABoR in 2021.
- List any Strategic Partner organizations that you were a member of at ABoR in 2021.
- List any ABoR programs/events that you attended in 2021.
- List any leadership positions held at Texas REALTORS® or the National Association of REALTORS® in 2021.
- List any other industry related groups or organizations you were involved in this past year.

- What other industry related events/conferences did you attend in 2021, either in person or virtually?
- Please provide in detail the ways in which you supported the community this past year.
 - Created a New Charity/Charitable Event
 - Participated as a Member of a Board/Committee
 - Participated as a Volunteer
 - Made Monetary Contributions
 - Other Methods of Support
- How did you serve as a resource to the community in 2021?
- Did you receive any special recognition in 2021 for your business conduct, service to clients, or any other business accomplishment?
- In what ways are you involved with the real estate association at the state level?
- In what ways are you involved with the real estate association at the national level?
- What inspired you to become a real estate instructor?
- What is unique about your teaching style that sets you apart from your peers?
- In what ways do you stay current with the many changes in the real estate industry?
- In a 2-minute video, please tell us why you think you should win the Educator of the Year Award? Link to video required.

BROKER OF THE YEAR

- How many TREC approved real estate related educational courses did you take this past year?
- What real estate designations or certifications do you currently hold? Please select all that apply.
- In what ways did you encourage or incentivize your agents to take educational classes at ABoR this past year?
- Other than the educational courses offered at ABoR, what other educational opportunities did you suggest or provide to your agents?
- How many licensed agents are under your broker license?
- From January 1 - December 31, 2021, what was your brokerage's total production in sales volume dollars? - please include residential sale and lease transactions that closed in 2021
- From January 1 - December 31, 2021, what was your brokerage's total production in transactions closed? - please include residential sale and lease transactions that closed in 2021
- List any leadership positions held at ABoR in 2021.
- List any committees that you were a member of at ABoR in 2021.
- List any volunteer groups that you were a member of at ABoR in 2021.
- List any Strategic Partner organizations that you were a member of at ABoR in 2021.
- In what ways did you encourage your agents to become more involved at ABoR?
- Please select from the list below any ABoR programs/events that you attended in 2021.
- In what ways do you keep your agents informed about ABoR events and activities?
- List any leadership positions you held at Texas REALTORS® or the National Association of REALTORS® in 2021.
- List other industry related groups or organizations you were involved in this past year.
- What other industry related events/conferences did you attend in 2021, either in person or virtually?
- Provide in detail the ways in which you and/or your brokerage as a whole supported the community this past year.
 - Created a New Charity/Charitable Event
 - Participated as a Member of a Board/Committee
 - Participated as a Volunteer
 - Made Monetary Contributions
 - Other Methods of Support
- How did your brokerage serve as a resource to the community in 2021?
- In what ways did you encourage your agents to become more involved in the community?
- Did you receive any special recognition in 2021 for your business conduct, service to clients, or any other business accomplishment?
- In what ways are you involved with the real estate association at the state level?
- In what ways are you involved with the real estate association at the national level?
- What business initiatives and processes uniquely sets you apart from other Brokerages?
- What unique training tools and programs do you provide to your agents?
- How would you describe the culture that defines your brokerage?
- In a 2-minute video, please tell us why you think you should win the Broker of the Year Award? Link to video required.

ROOKIE OF THE YEAR

- How many TREC approved real estate related educational courses did you take this past year?
- What real estate designations or certifications do you currently hold? Please select all that apply.

- From January 1 - December 31, 2021, what was your individual total production in sales volume dollars? - please include residential sale and lease transactions that closed in 2021
- From January 1 - December 31, 2021, what was your individual total production in transactions closed? - please include residential sale and lease transactions that closed in 2021
- Who in your company can verify your production numbers?
- List any leadership positions held at ABoR in 2021.
- List any committees that you were a member of at ABoR in 2021.
- List any volunteer groups that you were a member of at ABoR in 2021.
- List any Strategic Partner organizations that you were a member of at ABoR in 2021.
- List any ABoR programs/events that you attended in 2021.
- List any leadership positions held at Texas REALTORS® or the National Association of REALTORS® in 2021.
- List any other industry related groups or organizations you were involved in this past year.
- What other industry related events/conferences did you attend in 2021, either in person or virtually?
- Please provide in detail the ways in which you supported the community this past year.
 - Created a New Charity/Charitable Event
 - Participated as a Member of a Board/Committee
 - Participated as a Volunteer
 - Made Monetary Contributions
 - Other Methods of Support
- How did you serve as a resource to the community in 2021?
- Did you receive any special recognition in 2021 for your business conduct, service to clients, or any other business accomplishment?
- In what ways are you involved with the real estate association at the state level?
- In what ways are you involved with the real estate association at the national level?
- What do you directly attribute to your sales success this past year?
- What distinguishes you from your peers in the industry?
- In a 2-minute video, please tell us why you think you should win the Rookie of the Year Award? Link to video required.

SALESPERSON OF THE YEAR

- How many TREC approved real estate related educational courses did you take this past year?
- What real estate designations or certifications do you currently hold? Please select all that apply.
- From January 1 - December 31, 2021, what was your individual total production in sales volume dollars? - please include residential sale and lease transactions that closed in 2021
- From January 1 - December 31, 2021, what was your individual total production in transactions closed? - please include residential sale and lease transactions that closed in 2021
- In the previous year, what was your individual total production in sales volume dollars from January 1 - December 31, 2020? - please include residential sale and lease transactions that closed in 2021
- In the previous year, what was your individual total production in transactions closed from January 1 - December 31, 2020? - please include residential sale and lease transactions that closed in 2021
- Who in your company can verify your production numbers?
- List any leadership positions held at ABoR in 2021.
- List any committees that you were a member of at ABoR in 2021.
- List any volunteer groups that you were a member of at ABoR in 2021.
- List any Strategic Partner organizations that you were a member of at ABoR in 2021.
- List any ABoR programs/events that you attended in 2021.
 - List any leadership positions held at Texas REALTORS® or the National Association of REALTORS® in 2021.
- List any other industry related groups or organizations you were involved in this past year.
- What other industry related events/conferences did you attend in 2021, either in person or virtually?
- Please provide in detail the ways in which you supported the community this past year.
 - Created a New Charity/Charitable Event
 - Participated as a Member of a Board/Committee
 - Participated as a Volunteer
 - Made Monetary Contributions
 - Other Methods of Support
- How did you serve as a resource to the community in 2021?
- Did you receive any special recognition in 2021 for your business conduct, service to clients, or any other business accomplishment?
- In what ways are you involved with the real estate association at the state level?
- In what ways are you involved with the real estate association at the national level?
- What unique business practices did you utilize in 2021 that contributed to your sales success?
- What motivates you to help achieve your sales goals?

- In a 2-minute video, please tell us why you think you should win the Salesperson of the Year Award? Please copy and paste a link to the video in the section below.

REALTOR® OF THE YEAR

- How many TREC approved real estate related educational courses did you take this past year?
- What real estate designations or certifications do you currently hold? Please select all that apply.
- From January 1 - December 31, 2021, what was your individual total production in sales volume dollars? - please include residential sale and lease transactions that closed in 2021
- From January 1 - December 31, 2021, what was your individual total production in transactions closed? - please include residential sale and lease transactions that closed in 2021
- Who in your company can verify your production numbers?
- List any leadership positions held at ABoR in 2021.
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- List any volunteer groups that you were a member of at ABoR in 2021.
- List any Strategic Partner organizations that you were a member of at ABoR in 2021.
- List any ABoR programs/events that you attended in 2021.
- List any leadership positions held at Texas REALTORS® or the National Association of REALTORS® in 2021.
- List any other industry related groups or organizations you were involved in this past year.
- What other industry related events/conferences did you attend in 2021, either in person or virtually?
- Please provide in detail the ways in which you supported the community this past year.
 - Created a New Charity/Charitable Event
 - Participated as a Member of a Board/Committee
 - Participated as a Volunteer
 - Made Monetary Contributions
 - Other Methods of Support
- How did you serve as a resource to the community in 2021?
- Did you receive any special recognition in 2021 for your business conduct, service to clients, or any other business accomplishment?
- In what ways are you involved with the real estate association at the state level?
- In what ways are you involved with the real estate association at the national level?
- What uniquely sets you apart from other REALTORS®?
- In what ways do you serve as a mentor to your peers in the industry?
- In a 2-minute video, please tell us why you think you should win the REALTOR® of the Year Award? Link to video required.

THE ETHICS AWARD

- How many TREC approved real estate related educational courses did you take this past year?
- What real estate designations or certifications do you currently hold? Please select all that apply.
- From January 1 - December 31, 2021, what was your individual total production in sales volume dollars? - please include residential sale and lease transactions that closed in 2021
- From January 1 - December 31, 2021, what was your individual total production in transactions closed? - please include residential sale and lease transactions that closed in 2021
- Who in your company can verify your production numbers?
- List any leadership positions held at ABoR in 2021.
- List any committees that you were a member of at ABoR in 2021.
- List any volunteer groups that you were a member of at ABoR in 2021.
- List any Strategic Partner organizations that you were a member of at ABoR in 2021.
- List any ABoR programs/events that you attended in 2021.
- List any leadership positions held at Texas REALTORS® or the National Association of REALTORS® in 2021.
- List any other industry related groups or organizations you were involved in this past year.
- What other industry related events/conferences did you attend in 2021, either in person or virtually?
- Please provide in detail the ways in which you supported the community this past year.
 - Created a New Charity/Charitable Event
 - Participated as a Member of a Board/Committee
 - Participated as a Volunteer
 - Made Monetary Contributions
 - Other Methods of Support
- How did you serve as a resource to the community in 2021?
- Did you receive any special recognition in 2021 for your business conduct, service to clients, or any other business accomplishment?
- In what ways are you involved with the real estate association at the state level?
- In what ways are you involved with the real estate association at the national level?
- In what ways do you ensure you incorporate the NAR Code of Ethics into your every day business practices?

- What measures have you taken to ensure your business practices support diversity, equity, and inclusion?
- In a 2-minute video, please tell us why you think you should win the Ethics Professional of the Year Award? Link to video required.

ICONIC CHANGEMAKER

- How many years have you been a member of ABoR?
- What real estate designations or certifications have you obtained throughout your career? Please select all that apply.
- Please list below any leadership positions held at ABoR throughout your career.
- Please select from the list below any committees that you have been a member of at ABoR.
- Please select from the list below any volunteer groups that you have been a member of at ABoR.
- Please select from the list below any Strategic Partner organizations that you have been a member of at ABoR.
- Please select from the list below any ABoR programs/events that you attended in 2021.
- Please list below any leadership positions held at Texas REALTORS® or the National Association of REALTORS® throughout your career.
- Please list below any other industry related groups or organizations you were involved in this past year.
- What other industry related events/conferences did you attend in 2021, either in person or virtually?
- Please provide in detail the ways in which you supported the community this past year.
 - Created a New Charity/Charitable Event
 - Participated as a Member of a Board/Committee
 - Participated as a Volunteer
 - Made Monetary Contributions
 - Other Methods of Support
- How did you serve as a resource to the community in 2021?
- Throughout your career, have you received any special recognition for your business conduct, service to clients, or any other business accomplishment?
- Throughout your career, in what ways have you been involved with the real estate association at the state level?
- Throughout your career, in what ways have you been involved with the real estate association at the national level?
- During your career, did you develop or implement any new technologies into your business?
- What is the driving force that has propelled you in your career in the real estate?
- In what ways do you feel you have made an impact on others throughout your real estate career?
- In what ways do you feel you have made an impact on the real estate industry throughout your career?
- In a 2-minute video, please tell us why you think you should win the Iconic Changemaker Award? Link to video required.

For more information regarding ABoR's Industry Awards program, please email events@abor.com.