



## PRO TIP!

Download this PDF to prepare your responses for your application. When you go to apply, your responses **MUST** be entered all at once. You can go back and review what you've filled out already, but if you close your browser, your responses will NOT save!

## 2022 Industry Awards Application Criteria & Requirements

### *Broker of the Year*

The **Broker of the Year** Award is bestowed upon a managing broker member who provides extraordinary opportunities and resources to further agent development and encourages their agents to become more involved with their association. The broker member is actively involved at ABoR and in the real estate industry. The applicant's production as a brokerage and overall community involvement will also be taken into consideration.

*This is a managing broker award. All applicants must hold their own broker's license AND directly manage agents. Applicant MUST be a primary member at the Austin Board of REALTORS®. One managing broker in each of the following categories will be recognized: 1-50 agents, 51-100 agents, 101+ agents.*

**Your application will be scored based on the following criteria, percentages, and questions below:**

- 50% Agent Development
- 30% ABoR/Industry Involvement
- 10% Production
- 10% Community Involvement

### **50% Agent Development**

- What educational opportunities do you provide your agents both within and outside of your brokerage? *(Please provide specific examples)*
- In what ways did you encourage your agents to take educational classes at ABoR or otherwise promote the ABoR Academy this past year?
- In what ways did you encourage your agents to become more involved at ABoR? *(i.e. events, committees/volunteer groups, TREPAC, Foundation)*
- What unique training tools and programs do you provide your agents? *(Please provide specific examples)*
- What business initiatives and processes uniquely sets you apart from other brokerages?
- How would you describe the culture that defines your brokerage?
- Did you receive any special recognition in 2022 for your business conduct, service to clients, or any other business accomplishment as a REALTOR®?

### **30% ABoR/Industry Involvement**

- 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?
- List any committees, volunteer groups, Strategic Partner organizations that you were a member of at ABoR in 2022.
- Did you serve as Chair/Vice-Chair for any committees, volunteer groups, Strategic Partner organizations in which you were involved in 2022.
- List any ABoR programs/events that you attended virtually or in-person in 2022.
- In what ways are you involved with the real estate association at the state level (Texas REALTORS)?
- In what ways are you involved with the real estate association at the national level (National Association of REALTORS)?

- Please list below any other industry related groups or organizations you were involved in this past year.

### 10% Production

- How many licensed agents do you manage directly under your broker license?
- From January 1 - December 31, 2022, what was the total combined production of you and the agents you manage in SALES volume dollars closed? *(Please include SALES ONLY for residential, commercial, lot, and land transactions that closed in 2022)*
- From January 1 - December 31, 2022, what was the total combined production of you and the agents you manage in number of SALES transactions closed? *(Please include SALES ONLY for residential, commercial, lot, and land transactions that closed in 2022)*
- From January 1 - December 31, 2022, what was the total combined production of you and the agents you manage in LEASE volume dollars closed? *(Please include LEASE ONLY for residential, commercial, lot, and land transactions that closed in 2022)*
- From January 1 - December 31, 2022, what was the total combined production of you and the agents you manage in number of LEASE transactions closed? *(Please include LEASE ONLY for residential, commercial, lot, and land transactions that closed in 2022)*

### 10% Community Involvement

- Do you organize your own charity or charitable event? *(If yes, please explain in detail)*
- In what ways did you organize for your agents to volunteer or support the community as a brokerage?
- Please provide in detail the ways in which you individually volunteered or supported the community this past year.
- In what ways did you encourage your agents to become more involved in the community?

\*\*Submission of a 2-minute video, indicating why you should be considered for this Award is part of the application. If you are unable to submit your video at the time of applying, **please email your video to [ljohnson@abor.com](mailto:ljohnson@abor.com)** NO LATER than **February 17**. (Videos are presented to the committee only after the finalists have been chosen. Videos are not mandatory but are highly encouraged to assist the committee in selecting the winner.)

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