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## 2022 Industry Awards Application Criteria & Requirements

### *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 and their initiatives to further their education. The applicant's involvement in the real estate industry on a local, state, and national level as well as their involvement in the community will also be taken into consideration.

*This is an individual award. A Rookie is defined as a member who has been a REALTOR® for 24 months or less (January 1, 2021 or later). Applicant MUST be a primary member at the Austin Board of REALTORS®. Only the personal accomplishments of the applicant will be considered.*

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

- 50% Production
- 30% Education
- 10% ABoR/Industry Involvement
- 10% Community Involvement

#### **50% Production**

- Do you work individually or as part of a team?
- From January 1 - December 31, 2022, what was your individual production 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 your individual production 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 your individual production 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 your individual production in number of LEASE transactions closed? *(Please include LEASE ONLY for residential, commercial, lot, and land transactions that closed in 2022)*
- Did you receive any special recognition in 2022 for your business conduct, service to clients, or any other business accomplishment as a REALTOR?
- What specific sales methods did you utilize to launch your real estate career?
- What do you directly attribute to your sales success this past year?
- What distinguishes you from other new agents in the industry?

#### **30% Education**

- 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?
- Aside from CE education, what other educational opportunities did you seek this past year?
- In what ways do you stay current with the many changes in the real estate industry?

#### **10% ABoR/Industry Involvement**



- 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% Community Involvement

- Do you organize your own charity or charitable event? *(If yes, please explain in detail)*
- In what ways did you participate in supporting the community with your 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 peers 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.)

