



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

Salesperson of the Year

The **Salesperson of the Year** award honors an individual who broke barriers and achieved extraordinary production volume that closed in 2022. The Salesperson of the Year Award is primarily based on an evaluation of a member's personal production. Their contribution to the real estate industry on a local, state, and national level and their continuing education will also be taken into consideration.

This is an individual award. 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:

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

80% 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 unique business practices did you utilize in 2022 that contributed to your sales success?
- What motivates you to help achieve your sales goals?

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% 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?
- Are you a qualified real estate education instructor? *(If yes, please provide in detail where and what you taught in 2022)*

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 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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