

IBBA Member Excellence Awards



THE IBBA WANTS TO RECOGNIZE **YOU** FOR YOUR OUTSTANDING ACHIEVEMENTS!

The IBBA is the world's premier organization dedicated exclusively to individuals and firms engaged in business brokerage. As our association continues to grow, it's important to celebrate those who have demonstrated exceptional skill in applying the knowledge and standards of excellence promoted by the IBBA.

Join us at the 2026 IBBA Annual Conference in Minneapolis, MN from May 30 to 31, where we will honor the elite practitioners of business brokerage. YOU deserve to be recognized for your achievements, and your IBBA colleagues will want to connect with you to learn from your success!

To be eligible to win an IBBA Member Excellence Award, Applicants:

- Must be a current IBBA Member.
- Must have closed one or more qualified business transactions during the 2025 calendar year.
- Must have a minimum total purchase price of \$1 million to qualify for an Award.
- Must follow the entry steps on the next page of this brochure.
- Must enter your Awards Submission on or before Wednesday, March 4th.

2025 IBBA Member Excellence Awards Categories:

INDIVIDUAL AWARD CATEGORIES

IBBA Outstanding Producer Award

The IBBA Outstanding Producer Award will be awarded to individual broker applicants who closed one or more qualified* business deals totaling to at least \$1 million in total Sale Price during the 2025 calendar year. Each IBBA Outstanding Producer Award winner will be awarded with a plaque, a customizable press release, and an email signature.

IBBA Chairman's Circle Award

The IBBA Chairman's Circle Award will be awarded to individual broker applicants who closed one or more qualified* business deals totaling to \$3 million and above in total Sale Price during the 2025 calendar year. Each IBBA Chairman's Circle Award winner will be awarded with a lapel pin, a plaque, a customizable press release, and an email signature.

IBBA Platinum Chairman's Circle Award

The IBBA Platinum Chairman's Circle Award will be awarded to individual broker applicants who closed one or more qualified* business deals totaling to \$10 million and above in total Sale Price during the 2025 calendar year. (Deals are not subject to the maximum deal size of \$5 million). Each IBBA Platinum Chairman's Circle Award winner will be awarded with a lapel pin, a plaque, a customizable press release, and an email signature.

IBBA Deal Maker Award

The IBBA Deal Maker Award will be awarded to the individual broker applicants who sold at least 10 qualified* business deals during the 2025 calendar year. Each IBBA Deal Maker Award winner will be awarded with a plaque, a customizable press release, and an email signature.

IBBA Member Excellence Awards



IBBA TOP INDIVIDUAL DEAL MAKER OF THE YEAR

The IBBA Top Individual Deal Maker Award of the Year is bestowed upon the individual broker applicant who sold the greatest number of qualified* business deals in the 2025 calendar year. The IBBA Top Individual Deal Maker of the Year will be awarded with an IBBA Top Individual Deal Maker of the Year plaque, a short speaking segment, a customizable press release, and an email signature.

IBBA CBI OF THE YEAR

The IBBA CBI of the Year is bestowed upon the sell side individual Certified Business Intermediary (CBI) applicant who has closed the single largest qualified* business deal in 2025 (deal is not subject to the maximum deal size of \$5 million). The IBBA CBI of the Year award winner will be awarded an IBBA CBI of the Year plaque, a short speaking segment, a customizable press release, and an email signature.

IBBA TOP INDIVIDUAL GLOBAL PRODUCER OF THE YEAR

The IBBA Top Individual Small Business Sale Producer of the Year Award recognizes the broker applicant with the highest total sale price from all qualified* business deals completed during the 2025 calendar year. For award purposes, any deal exceeding \$5 million in total sale price will be capped at \$5 million. The recipient will be awarded an IBBA Top Individual Small Business Sale Producer of the Year plaque, a brief speaking opportunity, a customizable press release, and an exclusive email signature to showcase the achievement.

[CLICK HERE FOR THE ONLINE AWARDS ENTRY FORM](#)

HOW TO ENTER

To enter the 2025 IBBA Member Excellence Awards Program, follow the link below to complete the application. You will need to upload information from all of your deals, Name of Business, Selling Price, and Closing date.

IMPORTANT INFORMATION

All submissions must be received on or before **Wednesday, March 4th**.

- A **qualified* business** sale is a transaction facilitated by a broker that involves the transfer of ownership of a business to a new, independent buyer in exchange for consideration. Not including real estate.
- For the Global Producer Award category, the cumulative total for deals will be capped at \$5 million per deal. Any single transaction exceeding \$5 million in total purchase price will only count as \$5 million toward the award.
- For IBBA Performance Awards, transactions will be attributed exclusively to the **Primary Intermediary**, defined as the agent or broker who directly managed the transaction from initiation to close on buy-side or sell-side. While this individual may have received compensated assistance, the primary responsibility must rest with the applicant.