

IBBA MEMBER EXCELLENCE AWARDS BROCHURE

WE WANT TO RECOGNIZE YOU FOR YOUR OUTSTANDING ACHIEVEMENTS!

The IBBA is the world's premier organization operating exclusively for people and firms engaged in business brokerage.

As our community grows, **it is important to take a moment and recognize those individuals that have proven exceptionally skilled at applying the learnings and standard of excellence that the IBBA promotes.**

At our Fall Conference in Tempe Arizona in November, we will recognize the elite practitioners of business brokerage practices.

YOU deserve to be recognized for your achievements and your IBBA colleagues will want to engage with you to learn from your experience!

DO YOU QUALIFY?

To be eligible to win an award at the first annual IBBA Member Excellence Awards Program applicants must:

- Must be a current active IBBA member who joined on or before January 1, 2015.
- Must have closed one or more transaction during the 2015 calendar year.
- Must follow the entry steps on next page of this document.
- Must register to attend the 2016 IBBA Fall Conference in Tempe, Arizona by October 3, 2016.

IBBA MEMBER EXCELLENCE AWARDS

IBBA Outstanding Producer Award

The IBBA Outstanding Producer Award will be awarded to applicants who closed one or more business sales (excluding real estate) totaling to at least \$1 million in total Purchase Price during the 2015 calendar year. Each IBBA Outstanding Producer Award winner will be awarded with an email signature and certificate of achievement at the 2016 IBBA Fall Conference.

IBBA Chairman's Circle Award

The IBBA Chairman's Circle Award will be awarded to applicants who closed one or more business sales (excluding real estate) totaling to \$3 million and above in total Purchase Price during the 2015 calendar year. Each IBBA Chairman's Circle Award winner will be awarded with an email signature and certificate of achievement and an IBBA Chairman's Circle Award pin at the 2016 IBBA Fall Conference.

IBBA Top Global Producer of the Year

The IBBA Outstanding Producer of the Year Award is bestowed upon the applicant who has the highest total Purchase Price from all of his/her deals combined (excluding real estate) in the 2015 calendar year. The IBBA Outstanding Producer of the Year will be awarded with an email signature, an IBBA Outstanding Producer of the Year Award plaque and a five-minute speaking spot at the 2016 IBBA Fall Conference.

IBBA Deal Maker Award

The IBBA Deal Maker Award will be awarded to the applicants who sold at least 10 businesses during the 2015 calendar year. Each IBBA Deal Maker Award winner will be awarded with an email signature and an IBBA Deal Maker Award certificate at the 2016 IBBA Fall Conference.

IBBA Deal Maker Award of the Year

The IBBA Deal Maker Award is bestowed upon the applicants who sold the greatest number of business in the 2015 calendar year. The IBBA Deal Maker of the Year will be awarded with an email signature, an IBBA Deal Maker of the Year Award plaque and a five-minute speaking spot at the 2016 IBBA Fall Conference.

PROCEED TO PAGE 2 FOR ENTRY DETAILS

IBBA MEMBER EXCELLENCE AWARDS BROCHURE

HOW TO ENTER

To enter the IBBA Member Excellence Awards Program, follow the steps below.

Step 1 – Complete the IBBA Member Excellence Awards Program Entry Form [here](#).

Step 2 – Send a Closing Statement (redacting the business name, buyer, seller, and address) for each entry to awards@ibba.org.

Step 3 – If the Closing Statement does not show the name of the applicant, send an [Awards Attestation](#) Form for the transaction.

Step 4 – Register for the 2016 IBBA Fall Conference in Tempe, Arizona.

[CLICK HERE TO COMPLETE THE ENTRY FORM](#)

IMPORTANT INFORMATION

The IBBA Member Excellence Awards Program Entry Form is used to enter applicants to both award categories.

The IBBA Member Excellence Awards Program Entry Form will accommodate a maximum of 10 transactions. If more than 10 transactions have been completed by the applicant in the 2015 calendar year, the form must be submitted again, applicants can submit the IBBA Member Excellence Awards Program Entry Form as many as needed.

All submissions must be entered on or before September 30, 2016.

IBBA ADVOCATE OF THE YEAR

IBBA Advocate of the Year

The IBBA Advocate of the Year is bestowed upon one non-deal maker who has gone above and beyond to not only help the IBBA continue to be successful and grow as an organization, but also helps individual members grow and continue to be successful as well. The IBBA Advocate of the Year can be nominated by others or self, using the IBBA Advocate of the Year Entry Form. The IBBA Advocate of the Year will be awarded with a token of appreciation at the 2016 IBBA Fall Conference.

Have you had a positive experience with a certain individual? Nominate them now!

[CLICK HERE TO NOMINATE AN IBBA ADVOCATE OF THE YEAR](#)

All submissions must be entered on or before September 30, 2016.