

# IBBA Member Excellence Awards



## THE IBBA WANTS 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 the IBBA grows, it is important to take a moment and recognize those individuals that have proven exceptionally skilled at applying the learnings and standards of excellence that the IBBA promotes.

**The IBBA recognizes the elite practitioners of business brokerage at its IBBA Member Excellence Awards Gala during the 2019 IBBA Annual Conference in Orlando, FL May 10-11, 2019.**

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

### **To be eligible to win an IBBA Member Excellence Award, applicants:**

- Must be a current active IBBA member who joined on or before January 1, 2018.
- Must be the Primary Intermediary (defined as the broker directly responsible for managing the transaction), not to an office of managing brokers who oversee transactions indirectly.
- Must have closed one or more transactions during the 2018 calendar year.
- Must follow the entry steps on the next page of this brochure.
- Must register to attend the 2019 IBBA Annual Conference in Orlando, FL by February 28, 2019.
- Must enter on or before February 28, 2019.

## 2018 IBBA Member Excellence Awards Categories

### **IBBA Outstanding Producer Award**

The IBBA Outstanding Producer Award will be awarded to applicants who closed one or more qualified\* business sales totaling to at least \$1 million in total Purchase Price during the 2018 calendar year. Each IBBA Outstanding Producer Award winner will be awarded with a certificate of achievement at the 2018 IBBA Member Excellence Awards Gala, a customizable press release, and an email signature.

### **IBBA Chairman's Circle Award**

The IBBA Chairman's Circle Award will be awarded to applicants who closed one or more qualified\* business sales totaling to \$3 million and above in total Purchase Price during the 2018 calendar year. Each IBBA Chairman's Circle Award winner will be awarded with an IBBA Chairman's Circle Award lapel pin, a certificate of achievement at the 2018 IBBA Member Excellence Awards Gala, a customizable press release, and an email signature.

### **IBBA Deal Maker Award**

The IBBA Deal Maker Award will be awarded to the applicants who sold at least 10 qualified\* businesses during the 2018 calendar year. Each IBBA Deal Maker Award winner will be awarded with a certificate of achievement at the 2018 IBBA Member Excellence Awards Gala, a customizable press release, and an email signature.

# IBBA Member Excellence Awards



## 2018 IBBA Member Excellence Awards Categories *continued*

### IBBA Top Global Producer of the Year

The IBBA Top Global Producer of the Year Award is bestowed upon the applicant who has the highest total Purchase Price from all of his/her qualified\* deals combined in the 2018 calendar year. Deals that exceed \$5,000,000 in total purchase price will only be counted as a \$5,000,000 deal. The IBBA Top Global Producer of the Year will be awarded an IBBA Top Global Producer of the Year plaque, a five-minute speaking spot at the 2018 IBBA Member Excellence Awards Gala, a customizable press release, and an email signature.

### IBBA Top Deal Maker Award of the Year

The IBBA Top Deal Maker Award of the Year is bestowed upon the applicant who sold the greatest number of qualified\* businesses in the 2018 calendar year. The IBBA Top Deal Maker of the Year will be awarded with an IBBA Top Deal Maker of the Year plaque, a five-minute speaking spot at the 2018 IBBA Member Excellence Awards Gala, a customizable press release, and an email signature.

### IBBA Closing of the Year

The IBBA Closing of the Year is bestowed upon the applicant who has closed the single largest qualified\* business sale in 2018 (deal is not subject to the maximum deal size of \$5,000,000). The IBBA Closing of the Year award winner will be awarded an IBBA Closing of the Year plaque, a five-minute speaking spot at the 2018 IBBA Member Excellence Awards Gala, a customizable press release, and an email signature.

## IBBA ADVOCATE OF THE YEAR

The IBBA Advocate of the Year is bestowed upon one industry professional 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 2018 IBBA Member Excellence Awards Gala.

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

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

## HOW TO ENTER

To enter the 2018 IBBA Member Excellence Awards Program, follow the steps below.

**Step 1** – Complete the 2018 IBBA Member Excellence Awards Entry Form.

**Step 2** – Send a Closing Statement (redacting the buyer, seller, and address) or Deal Attestation Form for each deal included on the 2018 IBBA Member Excellence Awards Entry Form; send **one email** with your Form and documents to [awards@ibba.org](mailto:awards@ibba.org).

**Step 3** – Register to attend the 2019 IBBA Annual Conference in Orlando, FL by February 28, 2019.

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

[CLICK HERE FOR THE DEAL ATTESTATION FORM](#)

## IMPORTANT INFORMATION **All submissions must be received on or before February 28, 2019.**

- \*A **qualified business** is defined as a going concern that is subject to the filing of federal income tax on the goods and/or services it sells.
- Deals that exceed \$5,000,000 in total purchase price will receive credit for \$5,000,000 for the deal. However, be sure to list your largest deal in full to be considered for the IBBA Closing of the Year.
- If a deal has been co-brokered, each applicant will be given full credit for the deal.
- Transactions may be attributed only to the Primary Intermediary (defined as the broker directly responsible for managing the transaction), not to an office of managing brokers who oversee transactions indirectly.