

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 will virtually recognize the elite practitioners of business brokerage at the 2021 IBBA Annual Conference in The Woodlands, Texas in May 21-22, 2021. 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, 2020.
- Must have closed one or more qualified business transactions during the 2020 calendar year.
- Must apply as an Individual or a Team applicant; cannot apply for both.
- Must follow the entry steps on the next page of this brochure.
- Must enter your Awards Submission on or before February 12, 2021.

2020 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 Purchase Price during the 2020 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 Purchase Price during the 2020 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 Purchase Price during the 2020 calendar year. (Deals are not subject to the maximum deal size of \$5,000,000). 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 2020 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 Award 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 2020 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 one-minute speaking spot, a customizable press release, and an email signature.

IBBA Top Individual Global Producer of the Year

The IBBA Top Individual Global Producer of the Year Award is bestowed upon the individual broker applicant who has the highest total Purchase Price from all of his/her qualified* business deals combined in the 2020 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 Individual Global Producer of the Year will be awarded an IBBA Top Individual Global Producer of the Year plaque, a one-minute speaking spot, a customizable press release, and an email signature.

IBBA CBI of the Year

The IBBA CBI of the Year is bestowed upon the individual Certified Business Intermediary (CBI) applicant who has closed the single largest qualified* business deal in 2020 (deal is not subject to the maximum deal size of \$5,000,000). The IBBA CBI of the Year award winner will be awarded an IBBA CBI of the Year plaque, a two-minute speaking spot, a customizable press release, and an email signature.

TEAM APPLICANT AWARD CATEGORIES

IBBA Top Team Deal Maker Award of the Year

The IBBA Top Team Deal Maker Award of the Year is bestowed upon the team lead broker applicant who sold the greatest number of qualified* business deals in the 2020 calendar year. The IBBA Top Team Deal Maker of the Year will be awarded with a plaque in the name of the team lead broker applicant, a short speaking segment, a customizable press release, and an email signature.

IBBA Top Team Global Producer of the Year

The IBBA Top Team Global Producer of the Year Award is bestowed upon the team lead broker applicant who has the highest total Purchase Price from all of their qualified* business deals combined in the 2020 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 Team Global Producer of the Year will be awarded a plaque in the name of the team lead broker applicant, a short speaking segment, a customizable press release, and an email signature.

IBBA Team Deal of the Year

The IBBA Team Deal of the Year is bestowed upon the team lead broker applicant for the Team that has the single largest qualified* business deal in 2020 (deal is not subject to the maximum deal size of \$5,000,000). The IBBA Team Deal of the Year award winner will be awarded a plaque, a short speaking segment, a customizable press release, and an email signature.

IBBA Member Excellence Awards



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. We plan to recognize the IBBA Advocate of the Year at the 2021 IBBA Annual Conference.

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 2020 IBBA Member Excellence Awards Program, follow the steps below.

Step 1 – Complete the new Online 2020 IBBA Member Excellence Awards Entry Form.

Step 2 – Upload a Closing Statement (redacting the buyer, seller, and address) or Deal Attestation Form for each deal into the 2020 Online IBBA Member Excellence Awards Entry Form.

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

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

IMPORTANT INFORMATION

All submissions must be received on or before February 12, 2021.

- A **qualified business** deal 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 CBI of the Year.
- If a deal has been co-brokered, each applicant will be given full credit for the deal.
- For Individual broker awards, transactions will be attributed only to the Primary Intermediary which is defined as the broker directly responsible for managing the transaction.
- For broker team awards, transactions will be attributed to the team lead broker applicant. The team lead broker applicant is defined as the lead broker, who must be an IBBA Member, applying on behalf of the team.