



MANAGER OF THE YEAR | [APPLY HERE](#)

The Manager of the Year Award is bestowed upon a sales manager or designated supervisor who provides extraordinary opportunities and resources to further agent development and encourages their agents to become more involved with their association. The manager member is actively involved at ABoR and in the real estate industry. The applicant's community involvement with their agents will also be taken into consideration.

This is a manager award (all designated brokers, please see Broker of the Year category). All applicants must directly manage agents and be involved in coaching, planning, and other business strategies for their agents. Applicant MUST be a primary member at the Austin Board of REALTORS® and may or may not hold a broker's license with TREC. One award will be given to managers who oversee 1-100 agents and one award will be given to managers who oversee 101+ agents.

- 70% Agent Development
- 20% ABoR/Industry Involvement
- 10% Community Involvement
- 2-minute Video of why you should be considered for the award (only videos of the 3 finalists will be viewed by the committee to help declare a winner)

- **70% Agent Development**
 - How many agents do you directly manage?
 - What educational opportunities do you provide directly to your agents? *(please provide specific examples)*
 - In what ways did you directly encourage your agents to take educational classes at ABoR or otherwise promote the ABoR Academy this past year?
 - In what ways did you directly encourage your agents to become more involved at ABoR? *(i.e. events, committees/volunteer groups, TREPAC, Foundation)*
 - What is your process for developing an overall sales strategy and creating individual sales goals and plans for each agent? *(please provide specific examples)*
 - What coaching methods do you implement as a manager and how do you hold your agents accountable? *(please provide specific examples)*
 - What business initiatives and processes uniquely sets you apart from other managers?
 - How would you describe the culture that defines you as a manager?
 - Did you receive any special recognition in 2024 for your business conduct, service to clients, or any other business accomplishment as a REALTOR® or manager?

- **20% ABoR/Industry Involvement**
 - How many TREC approved real estate related educational courses did you take this past year?
 - What real estate designations or certifications do you hold?
 - List any committees, volunteer groups, Strategic Partner organizations that you were a member of at ABoR in 2024.



- Did you serve as Chair/Vice-Chair for any committees, volunteer groups, Strategic Partner organizations in which you were involved in 2024.
- List any ABoR programs/events that you attended virtually or in-person in 2024.
- 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% Community Involvement**
 - Do you organize your own charity or charitable event? *(if yes, please explain in detail)*
 - In what ways did you organize for your agents to volunteer or support the community as a brokerage?
 - Please provide in detail the ways in which you individually volunteered or supported the community this past year.
 - In what ways did you encourage your agents to become more involved in the community?
- In a 2-minute video, please tell us why you think you should win the Manager of the Year Award?



BROKER OF THE YEAR | [APPLY HERE](#)

The Broker of the Year Award is bestowed upon a designated broker/broker of record member who provides extraordinary opportunities and resources to further the growth and development of their brokerage. The designated broker member is actively involved at ABoR and in the real estate industry. The applicant's production as a brokerage and overall community involvement will also be taken into consideration.

This is a designated broker award. All applicants must be identified as a designated broker in TREC and be held as the responsible party for compliance within their brokerage. Applicant MUST be a primary member at the Austin Board of REALTORS®. One award will be given to a designated broker with 1-50 agents sponsored under their broker license and one award will be given to a designated broker with 51+ agents sponsored under their broker license.

- 50% Brokerage Relations
- 30% ABoR/Industry Involvement
- 10% Production
- 10% Community Involvement
- 2-minute Video of why you should be considered for the award (only videos of the 3 finalists will be viewed by the committee to help declare a winner)

- **50% Brokerage Relations**
 - How many agents do you sponsor under your broker license?
 - What is your unique value proposition that sets you apart from other brokerages?
 - What processes and procedures do you have in place to ensure proper agent onboarding, training, and professionalism in your brokerage? *(please provide specific examples)*
 - In what ways do you incorporate risk reduction and mitigation practices in your brokerage? *(please provide specific examples)*
 - What measures have you taken to ensure your business practices support diversity, equity, inclusion, and belonging within your brokerage?
 - How would you describe the culture that defines your brokerage?
 - Did you receive any special recognition in 2024 for your business conduct, service to clients, or any other business accomplishment as a REALTOR® or broker?

- **30% ABoR/Industry Involvement**
 - How many TREC approved real estate related educational courses did you take this past year?
 - What real estate designations or certifications do you hold?
 - List any committees, volunteer groups, Strategic Partner organizations that you were a member of at ABoR in 2024.
 - Did you serve as Chair/Vice-Chair for any committees, volunteer groups, Strategic Partner organizations in which you were involved in 2024.
 - List any ABoR programs/events that you attended virtually or in-person in 2024.
 - 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% Production**
 - From January 1 - December 31, 2024, what was the total combined production of you and your sponsored agents in SALES volume dollars closed? *(please include SALES ONLY for residential, commercial, lot, and land transactions that closed in 2024)*
 - From January 1 - December 31, 2024, what was the total combined production of you and your sponsored agents in number of SALES transactions closed? *(please include SALES ONLY for residential, commercial, lot, and land transactions that closed in 2024)*

- **10% Community Involvement**
 - Do you organize your own charity or charitable event? *(if yes, please explain in detail)*
 - In what ways did you organize for your agents to volunteer or support the community as a brokerage?
 - Please provide in detail the ways in which you individually volunteered or supported the community this past year.
 - In what ways did you encourage your agents to become more involved in the community?

- In a 2-minute video, please tell us why you think you should win the Broker of the Year Award?



THE TEAM AWARD | [APPLY HERE](#)

The Team Award recognizes an entire team that operates under a brokerage and has collectively, as a team, broken barriers and achieved extraordinary production volume in 2024. The Team Award is primarily based on an evaluation of the total production of licensed agents on the team. The team-building initiatives, ABoR/Industry involvement, and community involvement of the team will also be taken into consideration.

This is a team award. A team is defined as two or more licensees that operate together under a brokerage. All members of the team MUST be primary members at the Austin Board of REALTORS®. Any member of the team may apply, however, Team leads are encouraged to complete the application. Only one application per team will be considered. One award will be given to each team in the following categories: 2-5 licensees, 6-10 licensees, and 11+ licensees.

- 70% Production
- 20% Team Building and ABoR/Industry Involvement
- 10% Community Involvement
- 2-minute Video of why you should be considered for the award (only videos of the 3 finalists will be viewed by the committee to help declare a winner)

- **70% Production**
 - How many licensees are on your team? *(please include the name of each team member)*
 - Of the licensees on your team, how many of them are producing agents?
 - How many non-licensed individuals also work on your team? *(marketing assistants, listing coordinators, etc)*
 - ***Upon receipt of your application, an email will be sent to your broker/sales manager to confirm the production questions below
 - From January 1 - December 31, 2024, what was the production in SALES volume dollars closed for licensed agents on your team? *(please include SALES ONLY for residential, commercial, lot, and land transactions that closed in 2024)*
 - From January 1 - December 31, 2024, what was the production number of SALES transactions closed for licensed agents on your team? *(please include SALES ONLY for residential, commercial, lot, and land transactions that closed in 2024)*
 - Did your team receive any special recognition in 2024 for business conduct, service to clients, or any other business accomplishment as a team?
 - What unique business practices did your team utilize in 2024 that contributed to the sales success of the team?
 - What motivates your team to help achieve their sales goals?

- **20% Team Building and ABoR/Industry Involvement**
 - How would you describe the culture that defines your team?
 - How does your team encourage and promote education and professionalism?
 - How does your team support diversity, equity, inclusion, and belonging?
 - What initiatives does your team implement to promote comradery and trust among the team members?



- List any committees, volunteer groups, Strategic Partner organizations that you or someone on your team was a member of at ABoR in 2024.
 - List any ABoR programs/events that you attended together as a team either virtually or in-person in 2024.
 - In what ways are members of your team involved with the real estate association at the state level (Texas REALTORS)?
 - In what ways are members of your team involved with the real estate association at the national level (National Association of REALTORS)?
- **10% Community Involvement**
 - Does your team organize their own charity or charitable event? *(if yes, please explain in detail)*
 - In what ways did you volunteer or support the community as a team?
 - In what ways does your team encourage each other to become more involved in the community?
- In a 2-minute video, please tell us why you think your team should win the Team Award?



AFFILIATE OF THE YEAR | [APPLY HERE](#)

The Affiliate of the Year Award honors an ABoR affiliate member who consistently engages with the REALTOR® members of ABoR and offers valuable products and services to members and their clients. The applicant's ABoR sponsorships, participation in the association, business achievements, and community involvement will also be taken into consideration.

This is an individual affiliate award. An affiliate is defined as someone who held primary affiliate membership status at ABoR in 2024. Only the personal accomplishments of the applicant will be considered.

- 75% ABoR/Industry Involvement
- 15% Business Relations
- 10% Community Involvement
- 2-minute Video of why you should be considered for the award (only videos of the 3 finalists will be viewed by the committee to help declare a winner)

- **75% ABoR/Industry Involvement**
 - List your 2024 ABoR Affiliate Sponsorship level from the list below (*Platinum, Gold, Silver, Bronze, Supporter, Affiliate*).
 - In total, how many years have you been an Affiliate Member of ABoR?
 - How many academy classes did you sponsor this past year at ABoR?
 - How many New Member Orientations did you sponsor this past year at ABoR?
 - List any ABoR programs/events that you *sponsored* in 2024.
 - List any ABoR programs/events that you *attended* in 2024.
 - List any committees, volunteer groups, Strategic Partner organizations that you were a member of at ABoR in 2024.
 - Did you serve as Chair/Vice-Chair for any committees, volunteer groups, Strategic Partner organizations in which you were involved in 2024.
 - 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)?
 - Aside from ABoR class and event sponsorships, in what other ways do you show your support of ABoR to your clients and peers?

- **15% Business Relations**
 - Outside of ABoR, what other industry related organizations are you involved in?
 - What unique programs, opportunities, and incentives do you offer REALTOR agents? (*please provide specific examples*)
 - Did you receive any special recognition in 2024 for your business conduct, service to clients, or any other business accomplishment?
 - What business initiatives and processes uniquely sets you apart from your competition?
 - What are some of the biggest challenges you have had to overcome to continue to support your clients this past year?



- **10% Community Involvement**

- Do you organize your own charity or charitable event? *(if yes, please explain in detail)*
 - In what ways did you participate in supporting the community with your company?
 - Please provide in detail the ways in which you individually volunteered or supported the community this past year.
 - In what ways did you encourage your peers to become more involved in the community?
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- In a 2-minute video, please tell us why you think you should win the Affiliate of the Year Award?



REALTOR® OF THE YEAR | [APPLY HERE](#)

The REALTOR® of the Year Award is a prestigious honor based on an evaluation of a member's continual involvement in and contribution to the real estate industry on a local, state, and national level. The individual has distinguished themselves from their peers, is identified as a leader in the industry, and makes valuable contributions to their community. The applicant's personal production and 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.

- 50% ABoR/Industry Involvement
- 30% Community Involvement
- 15% Production
- 5% Education
- 2-minute Video of why you should be considered for the award (only videos of the 3 finalists will be viewed by the committee to help declare a winner)

- **50% ABoR/Industry Involvement**
 - List any committees, volunteer groups, Strategic Partner organizations that you were a member of at ABoR in 2024.
 - Did you serve as Chair/Vice-Chair for any committees, volunteer groups, Strategic Partner organizations in which you were involved in 2024.
 - List any ABoR programs/events that you attended virtually or in-person in 2024.
 - 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.
 - What uniquely sets you apart from other REALTORS?
 - Did you receive any special recognition in 2024 for your business conduct, service to clients, or any other business accomplishment as a REALTOR?
 - In what ways do you serve as a mentor to your peers in the industry?

- **30% Community Involvement**
 - Do you organize your own charity or charitable event? *(if yes, please explain in detail)*
 - In what ways did you participate in supporting the community with your brokerage?
 - Please provide in detail the ways in which you individually volunteered or supported the community this past year.
 - In what ways did you encourage your peers to become more involved in the community?

- **15% Production**
 - Do you work individually or as part of a team?
 - ***Upon receipt of your application, an email will be sent to your broker/sales manager to confirm the production questions below



- From January 1 - December 31, 2024, what was your individual production in SALES volume dollars closed? *(please include SALES ONLY for residential, commercial, lot, and land transactions that closed in 2024)*
- From January 1 - December 31, 2024, 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 2024)*

- **5% Education**

- How many TREC approved real estate related educational courses did you take this past year?
 - What real estate designations or certifications do you 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 2024)*
- In a 2-minute video, please tell us why you think you should win the REALTOR® of the Year Award?



SALESPERSON OF THE YEAR | [APPLY HERE](#)

The Salesperson of the Year award honors an individual who broke barriers and achieved extraordinary production volume that closed in 2024. 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.

- 80% Production
- 10% ABoR/Industry Involvement
- 10% Education
- 2-minute Video of why you should be considered for the award (only videos of the 3 finalists will be viewed by the committee to help declare a winner)

- **80% Production**
 - Do you work individually or as part of a team?
 - ***Upon receipt of your application, an email will be sent to your broker/sales manager to confirm the production questions below
 - From January 1 - December 31, 2024, what was your individual production in SALES volume dollars closed? *(please include SALES ONLY for residential, commercial, lot, and land transactions that closed in 2024)*
 - From January 1 - December 31, 2024, 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 2024)*
 - Did you receive any special recognition in 2024 for your business conduct, service to clients, or any other business accomplishment as a REALTOR?
 - What unique business practices did you utilize in 2024 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 2024.
 - Did you serve as Chair/Vice-Chair for any committees, volunteer groups, Strategic Partner organizations in which you were involved in 2024.
 - List any ABoR programs/events that you attended virtually or in-person in 2024.
 - 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 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 2024)*
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- In a 2-minute video, please tell us why you think you should win the Salesperson of the Year Award?



ROOKIE OF THE YEAR | [APPLY HERE](#)

The Rookie of the Year award celebrates a member who distinguished themselves from their peers and achieved high levels of success early on in their career. The Rookie of the Year Award is primarily based on an evaluation of a member's personal production and their initiatives to further their education. The applicant's involvement in the real estate industry on a local, state, and national level as well as their involvement in the community will also be taken into consideration.

This is an individual award. A Rookie is defined as a member who obtained their real estate license on or after January 1, 2023. Applicant MUST be a primary member at the Austin Board of REALTORS®. Only the personal accomplishments of the applicant will be considered.

- 50% Production
- 30% Education
- 10% ABoR/Industry Involvement
- 10% Community Involvement
- 2-minute Video of why you should be considered for the award (only videos of the 3 finalists will be viewed by the committee to help declare a winner)

- **50% Production**
 - Do you work individually or as part of a team?
 - ***Upon receipt of your application, an email will be sent to your broker/sales manager to confirm the production questions below
 - From January 1 - December 31, 2024, what was your individual production in SALES volume dollars closed? *(please include SALES ONLY for residential, commercial, lot, and land transactions that closed in 2024)*
 - From January 1 - December 31, 2024, 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 2024)*
 - Did you receive any special recognition in 2024 for your business conduct, service to clients, or any other business accomplishment as a REALTOR?
 - What specific sales methods did you utilize to launch your real estate career?
 - What do you directly attribute to your sales success this past year?
 - What distinguishes you from other new agents in the industry?

- **30% Education**
 - How many TREC approved real estate related educational courses did you take this past year?
 - What real estate designations or certifications do you 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?

- **10% ABoR/Industry Involvement**
 - List any committees, volunteer groups, Strategic Partner organizations that you were a member of at ABoR in 2024.



- Did you serve as Chair/Vice-Chair for any committees, volunteer groups, Strategic Partner organizations in which you were involved in 2024.
 - List any ABoR programs/events that you attended virtually or in-person in 2024.
 - 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% Community Involvement**
 - Do you organize your own charity or charitable event? *(if yes, please explain in detail)*
 - In what ways did you participate in supporting the community with your brokerage?
 - Please provide in detail the ways in which you individually volunteered or supported the community this past year.
 - In what ways did you encourage your peers to become more involved in the community?
 - In a 2-minute video, please tell us why you think you should win the Rookie of the Year Award?



COMMUNITY SERVICE AWARD | [APPLY HERE](#)

The Community Service Award recognizes a member who allocates a significant amount of time, energy, and resources to help support the community and who also inspires others to do the same, while still maintaining a thriving real estate career. The applicant's involvement in the real estate industry on a local, state, and national level as well as their personal production are also 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.

- 80% Community Involvement
- 10% ABoR/Industry Involvement
- 10% Production
- 2-minute Video of why you should be considered for the award (only videos of the 3 finalists will be viewed by the committee to help declare a winner)

- **80% Community Involvement**
 - Do you organize your own charity or charitable event? *(if yes, please explain in detail)*
 - In what ways did you participate in supporting the community with your brokerage?
 - Please provide in detail the ways in which you individually volunteered or supported the community this past year.
 - In what ways did you encourage your peers to become more involved in the community?
 - What inspires you the most to support your community?
 - What are some of the biggest challenges you have had to overcome to continue to support the community this past year?
 - Did you receive any special recognition in 2024 for your service to the community?

- **10% ABoR/Industry Involvement**
 - List any committees, volunteer groups, Strategic Partner organizations that you were a member of at ABoR in 2024.
 - Did you serve as Chair/Vice-Chair for any committees, volunteer groups, Strategic Partner organizations in which you were involved in 2024.
 - List any ABoR programs/events that you attended virtually or in-person in 2024.
 - 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% Production**
 - Do you work individually or as part of a team?
 - ***Upon receipt of your application, an email will be sent to your broker/sales manager to confirm the production questions below



- From January 1 - December 31, 2024, what was your individual production in SALES volume dollars closed? *(please include SALES ONLY for residential, commercial, lot, and land transactions that closed in 2024)*
 - From January 1 - December 31, 2024, 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 2024)*
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- In a 2-minute video, please tell us why you think you should win the Community Service Award?



EDUCATOR OF THE YEAR | [APPLY HERE](#)

The Educator of the Year Award honors a real estate instructor at ABoR who provides exceptional intellectual, moral, and social instruction to our REALTOR® members and supports our association and initiatives overall. They build caring relationships with students as they work through the challenges and nuances of practicing real estate in our marketplace. The applicant's continuing education and community involvement will also be taken into consideration.

This is an individual award. Applicant MUST be an active instructor at the Austin Board of REALTORS®. Only the personal accomplishments of the applicant will be considered.

- 75% ABoR/Industry Involvement
- 15% Education
- 10% Community Involvement
- 2-minute Video of why you should be considered for the award (only videos of the 3 finalists will be viewed by the committee to help declare a winner)

- **75% ABoR/Industry Involvement**
 - List any committees, volunteer groups, Strategic Partner organizations that you were a member of at ABoR in 2024.
 - Did you serve as Chair/Vice-Chair for any committees, volunteer groups, Strategic Partner organizations in which you were involved in 2024.
 - List any ABoR programs/events that you attended virtually or in-person in 2024.
 - 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.
 - What real estate classes have you taught for ABoR this past year and how many times did you teach them?
 - What real estate classes have you taught at the state or national level this past year?
 - What real estate classes have you written this past year?
 - Have you developed any real estate educational programs or trainings?
 - Did you receive any special recognition in 2024 for your business conduct, service to clients, or any other business accomplishment?
 - What inspired you to become a real estate instructor?
 - What is unique about your teaching style that sets you apart from your peers?

- **15% Education**
 - How many TREC approved real estate related educational courses did you take this past year?
 - What real estate designations or certifications do you 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?



- **10% Community Involvement**

- Do you organize your own charity or charitable event? *(if yes, please explain in detail)*
 - In what ways did you participate in supporting the community with your company/brokerage?
 - Please provide in detail the ways in which you individually volunteered or supported the community this past year.
 - In what ways did you encourage your peers to become more involved in the community?
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- In a 2-minute video, please tell us why you think you should win the Educator of the Year Award?



ETHICS AWARD | [APPLY HERE](#)

The Ethics Award honors an agent who is actively involved in the real estate industry and intentionally goes above and beyond what's required in the REALTOR® Code of Ethics. They champion Fair Housing, equity, and inclusion in their community and consistently demonstrate human values and ethics in their business. The applicant's continuing education and personal production 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.

- 40% ABoR/Industry Involvement
- 30% Community Involvement
- 20% Education
- 10% Production
- 2-minute Video of why you should be considered for the award (only videos of the 3 finalists will be viewed by the committee to help declare a winner)

- **40% ABoR/Industry Involvement**
 - List any committees, volunteer groups, Strategic Partner organizations that you were a member of at ABoR in 2024.
 - Did you serve as Chair/Vice-Chair for any committees, volunteer groups, Strategic Partner organizations in which you were involved in 2024.
 - List any ABoR programs/events that you attended virtually or in-person in 2024.
 - 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.
 - Did you receive any special recognition in 2024 for your business conduct, service to clients, or any other business accomplishment?
 - In what ways do you ensure you incorporate the NAR Code of Ethics into your everyday business practices?
 - What measures have you taken to ensure your business practices support diversity, equity, and inclusion?
 - What steps have you taken to educate others on the importance of ethical business practices in the real estate industry?

- **30% Community Involvement**
 - Do you organize your own charity or charitable event? *(if yes, please explain in detail)*
 - In what ways did you participate in supporting the community with your brokerage?
 - Please provide in detail the ways in which you individually volunteered or supported the community this past year.
 - In what ways did you share the importance of ethical behavior with the community?
 - In what ways did you champion Fair Housing this past year?



- **20% Education**

- How many TREC approved real estate related educational courses did you take this past year?
- What real estate designations or certifications do you hold?
- Aside from CE education, what other educational opportunities did you seek this past year?
- In what ways do you further educate yourself and stay up to date on ethical practices?
- Are you a qualified real estate education instructor? *(If yes, please provide in detail where and what you taught in 2024)*

- **10% Production**

- Do you work individually or as part of a team?
- ***Upon receipt of your application, an email will be sent to your broker/sales manager to confirm the production questions below
 - From January 1 - December 31, 2024, what was your individual production in SALES volume dollars closed? *(please include SALES ONLY for residential, commercial, lot, and land transactions that closed in 2024)*
 - From January 1 - December 31, 2024, 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 2024)*

- In a 2-minute video, please tell us why you think you should win the Ethics Award?



ICONIC CHANGEMAKER | [APPLY HERE](#)

The Iconic Changemaker Award honors a member who, throughout their career, has exemplified what it means to be a leader in the real estate industry on a local, state, and national level. This individual has been an ABoR member for 20+ years and during that time, has greatly impacted the real estate industry and the lives of others through their work as a REALTOR®. The applicant's involvement in the community and other business achievements will also be taken into consideration.

This is an individual award. Applicant must have maintained ABoR membership for a minimum of 20 years to be considered. Applicant MUST be a primary member at the Austin Board of REALTORS®. Only the personal accomplishments of the applicant will be considered.

- 70% ABoR/Industry Involvement
- 25% Community Involvement
- 5% Business Relations
- 2-minute Video of why you should be considered for the award (only videos of the 3 finalists will be viewed by the committee to help declare a winner)

- **70% ABoR/Industry Involvement**
 - How many years have you been a member of ABoR?
 - What real estate designations or certifications have you obtained throughout your career?
 - List any committees, volunteer groups, Strategic Partner organizations that you have been a member of at ABoR.
 - Did you serve as Chair/Vice-Chair for any committees, volunteer groups, Strategic Partner organizations in which you were involved?
 - List any ABoR programs/events that you attended virtually or in-person in 2024.
 - In what ways have you been involved with the real estate association at the state level (Texas REALTORS)?
 - In what ways have you been 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 throughout your career.
 - What business initiatives and processes uniquely sets you apart from others in the industry?
 - During your career, did you develop or implement any new technologies into your business?
 - What is the driving force that has propelled you in your career in the real estate industry?
 - In what ways do you feel you have made an impact on the real estate industry throughout your career?

- **25% Community Involvement**
 - Do you organize your own charity or charitable event? *(if yes, please explain in detail)*
 - In what ways did you participate in supporting the community with your brokerage?



- Please provide in detail the ways in which you individually volunteered or supported the community this past year.
- In what ways did you encourage other agents to become more involved in the community?
- **5% Business Relations**
 - Throughout your career, did you receive any special recognition for your business conduct, service to clients, or any other business accomplishments as a REALTOR?
 - In what ways do you serve as a mentor to your peers in the industry?
 - What is the most valuable lesson you have learned from others during your time in the real estate industry?
- In a 2-minute video, please tell us why you think you should win the Iconic Changemaker Award?