

The logo is centered on a black circular background with a shimmering, particle-like border. It features the year '2026' on the left, a stylized white icon of a building with a gabled roof in the center, and the text 'PIPA AWARDS FOR EXCELLENCE' stacked on the right. The entire graphic is set against a background of draped, shimmering silver fabric.

2026  **PIPA AWARDS**
FOR EXCELLENCE

Call for nominations and entry conditions

The 2026 PIPA Awards for Excellence celebrate the outstanding professionals who live, work, and lead within Australia's property investment sector.

Across a diverse range of categories, the awards recognise the achievements, innovation, and impact of individuals and businesses throughout the 2025/2026 financial year.

These awards highlight professionalism, industry leadership, best practice, and exceptional business and professional accomplishments that continue to elevate the standards of the property investment industry.

Award nominees and winners will be recognised and celebrated at a gala event held at the Melbourne Arts Centre on Thursday 15 October 2026.

This document outlines the guidelines, eligibility requirements, and conditions of entry for submissions into the 2026 PIPA Awards for Excellence.



Why enter the awards?



Benefits of Entering

Participating in the PIPA Awards for Excellence provides an opportunity to:

- Reflect on your individual or business achievements and performance
- Showcase best practice, innovation, and professional excellence
- Highlight the strategies, initiatives, and successes that set you apart
- Strengthen collaboration and team engagement throughout the submission process
- Position yourself or your business among the industry's leading professionals

Benefits for Finalists and Winners

Finalists and winners will receive:

- Recognition as a leading professional or business within the property investment industry
- The opportunity to promote finalist or winner status to clients, peers, and the broader community
- Increased exposure through PIPA marketing and promotional channels
- Official finalist and winner assets provided by PIPA for use across marketing materials and social platforms
- Industry-wide recognition at the PIPA Awards gala event
- For winners, a prestigious award trophy to proudly display and celebrate their achievement for years to come

Venue

The 2026 PIPA Awards for Excellence Gala will be held at the iconic Arts Centre Melbourne on Thursday 15 October 2026.

Located in the heart of Melbourne's vibrant arts and cultural precinct, Arts Centre Melbourne provides a sophisticated and memorable setting for one of the property investment industry's most anticipated nights of the year. Bringing together industry leaders, innovators, and rising talent, the evening will celebrate excellence, achievement, and the people shaping the future of property investment in Australia.

Milestone

Date

Awards submissions open

Jul 6, 2026

Awards submissions close

Aug 14, 2026

Judging period

Aug 19, 2026 to Sept 2, 2026

Finalists notified & tickets on sale

Sep 4, 2026

Ticket sales close

Oct 9, 2026

Awards presentation night

Oct 15, 2026



Business Awards Criteria

The 2026 PIPA Awards for Excellence includes three business award categories open to eligible PIPA individual and corporate members:

PIPA Small Business of the Year

- 1–2 equivalent full-time employees

PIPA Medium Business of the Year

- 3–7 equivalent full-time employees

PIPA Large Business of the Year

- 8+ equivalent full-time employees

Eligibility Criteria

- Entrants must be a current financial member of PIPA
- Businesses must enter the category that accurately reflects their equivalent full-time staff allocation
- Both PIPA individual members and PIPA corporate members are eligible to enter
- PIPA reserves the right not to proceed with an award category if insufficient nominations are received

Size Requirements

Staff numbers include full-time employees, part-time employees, and lawfully engaged contractors who spend the majority of their working time (minimum 70%) within the business.

Part-time employees should be calculated on a full-time equivalent basis. For example, two employees working 2.5 days per week would equal one full-time employee.

Qualifying Period

- The qualifying period for all award categories is the 2025/2026 financial year.
- The qualifying period for the QPIA Graduate category is from 1 January 2025 to 30 June 2026.

Individual Awards Criteria

The 2026 PIPA Awards for Excellence includes individual award categories open to PIPA members, employees of PIPA corporate members, and QPIA members.

PIPA Individual Awards

Open to all eligible PIPA members and employees of PIPA corporate members:

- **PIPA Support Person of the Year**
- **PIPA Strategy in Property Investment Award**

To be eligible:

- Entrants must be a current financial member of PIPA or employed by a current PIPA corporate member
- Eligible individuals may self-nominate or be nominated
- PIPA reserves the right not to proceed with an award category if insufficient nominations are received

QPIA Individual Award Categories

Open exclusively to current QPIA members:

- **QPIA of the Year – Buyer’s Agent (Local)**
- **QPIA of the Year – Buyer’s Agent (Borderless)**
- **QPIA of the Year – Property Investment Adviser**
- **QPIA of the Year – Financial Services**
- **QPIA of the Year – Graduate**

Criteria for QPIA Members

- Entrants must be a current financial member of both PIPA and QPIA
- Entrants must apply for the category that aligns with their professional designation and membership status
- Only members who graduated during 1 January 2025 to 30 June 2026 are eligible to enter the QPIA Graduate category
- Award categories will proceed only where there are sufficient eligible QPIA members to support a viable category
- PIPA reserves the right not to proceed with any award category if insufficient nominations are received

Judging Methodology

The PIPA Awards for Excellence are judged by some of Australia's most experienced and ethical property experts and practitioners — handpicked because of their objectivity and commitment to best practice.

Each award entry will be judged against set criteria that recognises factors such as excellence in customer service, significant achievements, strategic advice, professional development, best practice, as well as adhering to the PIPA Code of Conduct.



Judged by Australia's leading property investment experts, recognising true excellence, integrity, and impact across the sector.



Business Categories

Small Business of the Year Award

This award is open to any PIPA individual or corporate member and recognises excellence in business practice within small businesses operating with 1-2 equivalent full-time employees.

It celebrates those delivering outstanding service, strong performance, and ethical leadership within the property investment sector.



Award Criteria

Applicants are required to respond to the following criteria:

1. Outline how your customer service strategies benefit and provide value to your clients. (400 words)
2. Describe the strategies that you have implemented to improve your overall business and achieve your financial objectives last year. (400 words)
3. What were some of the business challenges you had to overcome last year? Explain how you overcame them. (400 words)
4. Outline the professional development activities undertaken for your business last year. (400 words)
5. What are some of your best practice policies to ensure your business operates at the most ethical levels? Such as, how does your business abide by the PIPA Code of Conduct? (400 words)

Business Categories

Medium Business of the Year Award

This award is open to any PIPA corporate member and recognises excellence in business practice within organisations operating with 3–7 equivalent full-time employees.

It celebrates strong leadership, client service, and sustainable business performance in the property investment sector.



Award Criteria

Applicants are required to respond to the following criteria:

1. Outline how your customer service strategies benefit and provide value to your clients. (400 words)
2. Describe the strategies that you have implemented to improve your overall business and achieve your financial objectives last year. (400 words)
3. What were some of the business challenges you had to overcome last year? Explain how you overcame them. (400 words)
4. Outline the professional development activities undertaken for your business last year. (400 words)
5. What are some of your best practice policies to ensure your business operates at the most ethical levels? Such as, how does your business abide by the PIPA Code of Conduct? (400 words)

Business Categories

Large Business of the Year

This award is open to any PIPA corporate member and recognises excellence in business practice, in a business with 8+ equivalent full-time employees.



Award Criteria

Applicants are required to respond to the following criteria:

1. Outline how your customer service strategies benefit and provide value to your clients. (400 words)
2. Describe the strategies that you have implemented to improve your overall business and achieve your financial objectives last year. (400 words)
3. What were some of the business challenges you had to overcome last year? Explain how you overcame them. (400 words)
4. Outline the professional development activities undertaken for your business last year. (400 words)
5. What are some of your best practice policies to ensure your business operates at the most ethical levels? Such as, how does your business abide by the PIPA Code of Conduct? (400 words)



Individual Categories

Community Service Award

This award is open to any PIPA individual or corporate member and recognises outstanding contribution to community service and social impact.

It celebrates those within the property investment sector who go beyond business success to make a meaningful difference in their communities.

Award Criteria

1. Why is it important to you and/or your business to have a community service program? (400 words)
2. Outline your involvement in the community service program/s you decided to support in 2025/2026, including the reasons for their selection. (400 words)
3. Describe how your role supported the objectives of the wider PIPA business community during 2025/2026. (400 words)
4. What are the contributions that are made to the program/s. For example, do you contribute cash donations or inkind support? Do you or staff volunteer their time and/or do you fundraise for a specific charity, etc? (400 words)
5. Describe how the community service program/s have made a difference to the organisation you are supporting and the broader community. (400 words)



Individual Categories

Corporate Support Person of the Year

This award is open to any PIPA individual member or employee of a PIPA corporate member and recognises excellence in corporate support roles across the property investment sector.

It celebrates the individuals who play a critical behind-the-scenes role in ensuring businesses operate efficiently, professionally, and to a high standard.



Award Criteria

1. Outline your current role and responsibilities. Describe the skills and qualities that make you an outstanding support professional and explain how you apply these to your role. Please provide references/testimonials that may help support your answer. (400 words)
2. Give two examples of when you have displayed a commitment to quality customer service in 2025/2026. You may include written references/ testimonials from customers/clients and/or your employer and other staff. (400 words)
3. Describe how your role supported the objectives of the wider PIPA business during 2025/2026. Outline how you supported, encouraged, and provided assistance to your team during this time. (400 words)
4. Outline how you deal with conflict. Give one example of how you have successfully resolved a conflict with another staff member or client during 2025/2026. (400 words)
5. Outline any professional development activities that you completed during 2025/2026 and how they improved your performance.(400 words)

Individual Categories

QPIA of the Year – Buyer’s Agent (Local Area Specialist)

This award is open to any individual who is both a PIPA and QPIA member, and who operates and is licenced in one state or territory only.



Award Criteria

1. Provide two examples of how being a QPIA buyer’s agent (local area specialist) helped you assist and provide value to your clients last year. (400 words)
2. What were your most significant achievements last year as a QPIA buyer’s agent (local)? (400 words)
3. Demonstrate your local area expertise. For example, what do you know that others would not about property in your specialty area/s and what benefits do investors attain by working with you? Provide an example from 2025/2026 to support your answer. (400 words)
4. How does your QPIA qualification assist you in providing high level and strategic advice to your buyers’ agency (local) clients? (400 words)
5. What are some of your best practice policies to ensure you operate at the most ethical levels? Such as, how do you abide by the PIPA Code of Conduct as a QPIA buyer’s agent (local area specialist)? (400 words)

Individual Categories

QPIA of the Year – Buyer’s Agent (Borderless)

This award is open to any individual who is both a PIPA and QPIA member, and who operates and is licenced in two or more states or territories.

Award Criteria

1. Provide two examples of how being a QPIA buyer’s agent (borderless) helped you assist and provide value to your clients last year. (400 words)
2. What were your most significant achievements last year as a QPIA buyer’s agent (borderless) across more than one state or territory? (400 words)
3. Outline how you use data to advise clients on where and what to buy and the due diligence process when inspecting and selecting properties for clients in multiple states and territories. Prove an example from 2025/2026 to support your answer. (400 words)
4. How does your QPIA qualification assist you in providing high level and strategic advice to your buyers’ agency (borderless) clients? (400 words)
5. What are some of your best practice policies to ensure you operate at the most ethical levels? Such as, how do you abide by the PIPA Code of Conduct as a QPIA buyer’s agent? (400 words)



Individual Categories

QPIA of the Year – Financial Services

This award is open to any individual who is both a PIPA and QPIA member.



Award Criteria

1. Provide two examples of how being a QPIA in financial services helped you assist and provide value to your clients last year. (400 words)
2. What were your most significant achievements last year as a QPIA in financial services? (400 words)
3. Outline your professional development activities that enhanced your learning as a QPIA in financial services last year. (400 words)
4. How does your QPIA qualification assist you in providing high level and strategic advice to your clients? (400 words)
5. What are some of your best practice policies to ensure you operate at the most ethical levels? Such as, how do you abide by the PIPA Code of Conduct as a QPIA in financial services? (400 words)



Individual Categories

QPIA of the Year –Property Investment Adviser

This award is open to any individual who is both a PIPA and QPIA member



Award Criteria

1. Provide two examples of how being a QPIA property investment adviser helped you assist and provide value to your clients last year. (400 words)
2. What were your most significant achievements last year as a QPIA property investment adviser? (400 words)
3. Provide details of a written property investment plan that you have prepared and executed for a client in 2025/2026. (400 words)
4. How does your QPIA qualification assist you in providing high level and strategic advice to your clients? (400 words)
5. What are some of your best practice policies to ensure you operate at the most ethical levels? Such as, how do you abide by the PIPA Code of Conduct as a QPIA property investment adviser? (400 words)



Individual Categories

QPIA of the Year - Graduate

This award is open to any individual who is both a PIPA and QPIA member. Entrants must have graduated between 1 January 2025 and 30 June 2026. calendar year.



Award Criteria

1. Provide two examples of how being a QPIA property graduate helped you assist and provide value to your clients last year. (400 words)
2. What were your most significant achievements last year as a QPIA graduate? (400 words)
3. Outline your professional development activities that enhanced your learning as a QPIA graduate last year. (400 words)
4. How does your QPIA qualification assist you in providing high level and strategic advice to your clients? (400 words)
5. What are some of your best practice policies to ensure you operate at the most ethical levels? Such as, how do you abide by the PIPA Code of Conduct as a QPIA graduate? (400 words)



Investment Strategy Award

Property Investment Strategy award

This award is open to any PIPA individual or corporate member .

It recognises outstanding strategic thinking, client outcomes and professional excellence in property investment advice.

Applicants are required to respond to the following criteria:

1. Provide two examples of property strategies you developed in the last financial year that delivered outstanding outcomes for your clients. Explain the challenge, your strategic recommendations and the results achieved. (400 words)

Award Criteria

2. What has been your most significant achievement as a property strategist over the past 12 months, and what impact has it had on your clients, business or the broader property industry? (400 words)
3. Outline the professional development, research, market analysis and industry engagement activities you undertook in the last year to enhance your capabilities as a property strategist. (400 words)
4. Describe your agency's property strategy philosophy, framework and advice process. How do you ensure consistent, high-quality outcomes across your entire team? (400 words)
5. What systems, technology, education programs and internal processes do you use to ensure strategic advice remains consistent across your entire team? (400 words)
6. Provide two examples that demonstrate your agency's ability to deliver exceptional strategic outcomes for clients. Include the challenge, strategic recommendations, implementation and results achieved. (400 words)

Your Nomination

Please read the following information carefully before commencing your nomination. Nominations can be submitted via PIPA's website at <https://2026pipaawards.awardsplatform.com/>



Steps to nominate

Once you've confirmed you meet the entry criteria as outlined in this document, follow these steps to complete your nomination:

Step 1: Decide which category you would like to nominate in.

Step 2: Download and read the appropriate criteria document.

Step 3: Prepare your answers to each question (all questions are listed in this document), and collate your supporting documents. We suggest you do this before you start the online form. You are encouraged to upload supporting documents such as case studies and testimonials as appropriate.

Step 4: Complete the online form and submit your nomination.

Step 5: Would you like to enter another category? Repeat steps 1 to 5 for each category.

Nominating in multiple categories: You are welcome to nominate in as many categories as you are eligible, but you must complete a separate nomination form for each category, as the questions for each category are different.

Conditions of entry

1. All business entrants or individuals in all categories must:

- a. be a financial member of Property Investment Professionals of Australia (PIPA). For the corporate support category, the nominee must be employed by a financial PIPA corporate member.
- b. comply with the relevant criteria and eligibility requirements set out herein and other directions of PIPA.

2. Information supplied in a submission must refer to activities and results in the qualifying period (2025/2026 financial year). Judges will not take into account achievements or other matters outside of this period.

3. All entrants warrant, agree and acknowledge:

- a. that they have read and understood these conditions of entry,
- b. that all statements and representations made in the submission are, to the best of their knowledge, true and correct,
- c. that entries will be immediately voided should any information be found to be incorrect or inaccurate.

4. Upon PIPA's acceptance of an entry, the entrant agrees to indemnify PIPA against all claims, losses, suits and demands made against or suffered by PIPA due to any negligence or any act or omission on the part of the entrant.

5. The entrant agrees:

- a. to abide by the final decision of the judges and understands no further correspondence will be entered into,
- b. that the judges reserve the right not to declare an award winner should entries in an award category fail to meet the standards required by the judges,
- c. to provide its consent for PIPA to use any photographs or videos submitted by or taken by PIPA for promotional purposes,
- d. to comply with any reasonable direction or request of PIPA relating to the awards,
- e. not to contact any judges or seek to influence the awards process in any way.

6. If an entrant becomes an awards finalist or winner, when promoting this, the entrant must clearly state the year in which they were a winner or finalist. The terms 'Finalist' and 'Winner' must be used and other terms such as 'Runner Up' must not be used.

Conditions of entry

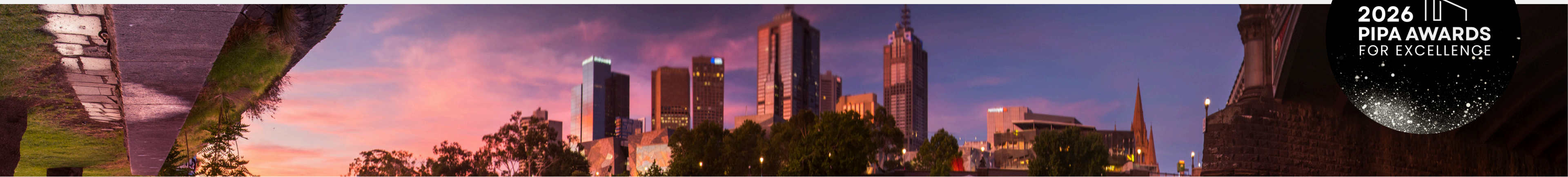
7. Businesses or individuals qualifying as awards finalists should be in attendance or have a representative in attendance at the awards presentation on 15 October 2026 at Melbourne Arts Centre in order to accept the award on their behalf if they win the relevant award.

8. The entrant agrees that in the 12-month period following the awards presentation, should any claim or action be brought against the business or individual awards winner or finalist that may bring discredit to the PIPA Awards for Excellence, any award that has been received may be revoked. If this occurs, the business or individual must cease promoting their award status.

9. Should an individual entrant working for a PIPA corporate member change their employment prior to the awards presentation on 15 October 2026 to a non-PIPA member, their submission will be withdrawn from the awards due to non-eligibility. After the awards presentation, an individual may continue to promote their awards finalist or winner status if they cease continuing to work for the PIPA corporate member where they worked at the time they were granted finalist or winner status.

10. PIPA reserves the absolute right to disqualify an entrant from participating in the awards if PIPA, acting reasonably, determines that individual entrant or business entrant has acted in a way that is inappropriate or otherwise brings the reputation of PIPA into disrepute.

11. The term 'nominee' and 'entrant' has the same meaning. The term 'entry' and 'submission' has the same meaning.



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