

# **YOUNG LEADERS IN FINANCE AWARDS 2018**

## **Investment Business Development Leader of the Year**

This award recognises the investment business development professional who has most effectively helped support their business' performance and delivered value to their organisation.

### **Eligibility**

This award is open to all investment business development professionals that work within financial services and based on activities over the 2017 calendar year.

**All entrants must be aged 30 years or younger for the duration of the work being completed between 1 January 2017 and 31 December 2017.**

### **Submission criteria and requirements**

Please answer the following questions (400 words max per question):

- Detail your approach to business development and how it has positively influenced your organisation/business.
- Highlight the business development initiatives you have developed in your organisation, detailing the success of these initiatives.
- What has been your biggest success?
- Describe how you inspire and motivate intermediaries and/or consumers and your contribution to the development of the community.

### **Supporting documentation**

Optional: Please include any supporting material in your submission so that the judges can consider it. This material can include references, testimonials, statistics, video, media coverage and financial or business metrics and/or statements and third-party independent data reports to support your submission.

We also encourage entrants to submit an optional short video - up to 30 seconds long - answering the question, **“What does success mean to you?”**

SCORE	RESPONSE
<b>Score 1 – 2</b>	<p><b>Did not</b> meet submission requirements.            Provided <b>little to no</b> relevant supporting documents.  <b>Did not</b> meet expectations.</p>
<b>Score 3 - 4</b>	<p><b>Partially</b> highlighted/demonstrated submission requirements.            Provided <b>little to no</b> relevant supporting documents.  <b>Did not</b> meet my expectations.</p>
<b>Score 5 - 6</b>	<p>Highlighted/demonstrated submission requirements.            Provided <b>relevant</b> supporting documents.  <b>Met</b> my expectations.</p>
<b>Score 7 – 8</b>	<p><b>Accurately</b> highlighted/demonstrated submission requirements.            Provided <b>clear and relevant</b> supporting documents  <b>Met</b> my expectations.</p>
<b>Score 9 – 10</b>	<p><b>Accurately and concisely</b> highlighted/demonstrated submission requirements            Provided <b>clear and relevant</b> supporting documents  <b>Exceeded</b> my expectations.</p>