

**2017
Business
Awards**

lennoxhead

chamber of commerce

Key Dates

Nominations close: Tuesday 4th July, 11.59pm

Gala Event: Monday 17th July
6pm Start
Club Lennox, 10 Stewart Street, Lennox Head
Lennox Formal

How to Enter is Easy

Go to www.lennoxchamber.com.au, hover over Events, select the Nomination Page and you can choose to enter, sponsor an award, and/or buy tickets for the night.

Entries are via a portal that enables you to save and return to your entry, if you are entering for more than one business, you will need separate usernames.

'If you have a business in Lennox Head, no matter how big or how small, no matter what it is that you do for a crust, and no matter how super busy and super tired you are, make sure you stand up as a part of your Lennox business community and show your pride in your town, your business, yourself and your team. Our local business awards are organised by our local volunteer Chamber, and our regional Chamber, and judges are not affiliated and from other regions.' *Debbie, Lennox Chamber President.*

Benefits of Entering

- Gain recognition & credibility
- Opportunity to further develop your business
- Benchmark your business
- Improve employee engagement
- Support fellow Lennox Head businesses

Creating a winning entry

- Use facts, figures & statistics to support your statements
- Ensure that the answer, information & facts you provide directly responds to your answer
- Don't let your responses "fizzle out"
- Don't be repetitive in your answer

What are the judges looking for?

- Evidence of strategic approach
- Demonstrated flair and innovation
- Awareness of your marketplace & industry
- Measurable goals, outcomes with quantifiable results
- Passion & enthusiasm
- Structured & easy to read submission
- Leading best practice and an example for others

Reasons entries lose points

- The questions isn't addressed at all
- Only some components of the question are addressed
- There are no supporting facts, statistics or evidence.
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Entry Support

Lennox Head Chamber:

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NSW Business Chamber, Northern Rivers:

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2017 Award Categories

1. Young Entrepreneur
2. Business Leader
3. Social Enterprise
4. Best Small Business
5. Best Big Business
6. Start Up Superstar

7. Mi Casa, Su Casa - *Visitor Experience, Accommodation*
8. Culinary Science - *Visitor Experience, Hospitality*
9. Shop Till You Drop - *Retail*
10. Body & Soul - *Personal Services & Wellness*
11. Hammer in High Vis - *Trade, Construction, Manufacturing*
12. Sharp at your Desk - *Professional Services*

All category winners will automatically enter for the Lennox Head Business of the Year Award.

1. Young Entrepreneur

Award eligibility check box

- I am aged between 18 -35 years
- I own or part own my business
- I am not a NSW Business Chamber Regional Advisory Councillor
- I am not a Local Chamber Executive team member

Questions

1. Entrants name
2. Entrants surname
3. Date of birth
4. Job title
5. Name of your business
6. How did you identify a market need? Word Count: Maximum 400 words
7. What problem have you solved for the market/customer? Word Count: Maximum 200 words
8. Describe your business/solution competitive advantage. Word count: Maximum 400 words
9. Who is your market? Word count: Maximum 200 words
10. Describe how you funded your business. Word count: Maximum 400
11. Provide an overview of your 5 year goals/milestones for your business and how you are working towards these. Word count: Maximum 400
12. Detail the measurable achievements in your business. Word count: Maximum 400

13. Describe the key challenges you have faced as a young entrepreneur and how you deal with these challenges. Word count: Maximum 400
14. Provide examples of how you demonstrate inspiration to other young entrepreneurial people? Word count: Maximum 400
15. Why do you believe you should win this award? Word count: Maximum 300

Additional T&C's

In addition to the general T&C's the following apply to this category:-

- Entrants must have ownership or part ownership and been operating their business for a minimum of 2 years at the time of entry submission.
- NSW Business Chamber State and Regional Councillors are ineligible to enter into this category.
- Local Chamber of Commerce Staff and Executive are ineligible to enter into this category.

2. Business Leader

Award eligibility check box

- I am aged 36 years and over
- I am not a NSW Business Chamber Regional Advisory Councillor
- I am not a Local Chamber Executive team member
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Questions

1. Entrants name
2. Entrants surname
3. Date of birth
4. Current job title
5. Name of organisation or business
6. Provide a current profile of yourself including your scope of responsibilities, details of your role, any direct reports, your budget, your financial and organisation reporting line. Word count: Maximum 400
7. Detail your achievements in business in the previous 5 years with clear measurable examples. Word count: Maximum 400
8. Why do you believe you should be considered as a business leader, with examples of how you have used your leadership skills? Word count: Maximum 400
9. Provide an overview of your 5 year goals /milestones and how you are working toward achieving each of them. Word count: Maximum 400
10. Describe the key challenges you have faced as a business leader in the past 5 years and how you overcame each of them. Word count: Maximum 400
11. Demonstrate how you have helped the community (and or the business community) overcome social or environmental problems. Word count: Maximum 400

Additional T&Cs

In addition to the general T&C's the following apply to this category:-

- NSW Business Chamber Regional Advisory Councillors are ineligible to enter into this category.
- Local Chamber of Commerce Staff and Executives are ineligible to enter into this category

3. Excellence in Small Business

(For businesses employing less than 20 employees on payroll in Australia such as contractors, casuals and labour hire staff)

Questions

1. What is unique about your business and how does it demonstrate excellence?
Word Count: Maximum 400
2. Describe your business growth in the previous 24 months. Word count: Maximum 400
3. What were the strategies and plans you initiated to achieve your business growth over the previous 24 months. Word count: Maximum 450
4. Explain how these strategies and their outcomes demonstrate "excellence". Word count: Maximum 400
5. Detail the measurable results you achieved both financial and non-financial and how these demonstrate "excellence". Word count: Maximum 400
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4. Excellence in Business (Big)

(For businesses employing more than 20 employees on payroll in Australia such as contractors, casuals and labour hire staff)

Questions

1. What is unique about your business and how does it demonstrate excellence?
Word Count: Maximum 400
2. Describe your business growth in the previous 24 months. Word count: Maximum 400
3. What were the strategies and plans you initiated to achieve your business growth over the previous 24 months. Word count: Maximum 450
4. Explain how these strategies and their outcomes demonstrate "excellence". Word count: Maximum 400
5. Detail the measurable results you achieved both financial and non-financial and how these demonstrate "excellence". Word count: Maximum 400

5. Excellence in Social Enterprise

Questions

1. Explain the social purpose of your business and how this contributes to community and/or environment. Word Count: Maximum 400 words
2. Detail each of the strategies and actions to achieve the social purpose including revenue generating strategies. Word Count: Maximum 400 words
3. Detail measurable evidence of how each of these strategies and actions is contributing to the achievement of the social purpose goals for your business?
Word Count: Maximum 400 words

6. Start Up Superstar

Questions

1. Business Overview.
2. Please include date of establishment, what your product or service is, target market, and other relevant information about your business.
3. How does the business maintain a competitive edge?
4. What marketing & promotional activity does the business undertake?
5. Please describe your commitment to workplace health and safety?
6. What lessons have you learned from successfully overcoming difficulties in business?
7. Please describe your business community support & charitable activities.
8. How does your business provide excellence in staff training and/or professional development and how do work with your staff to identify these needs?
9. words
10. What kinds of people, groups, or organisations have that problem? How many are there, where are they, what do they do about it now? Word count: Maximum 400
11. What is unique about your business and how does it demonstrate excellence? Who will you compete with? How are they different? Word count: Maximum 400
12. Describe how you funded your business. Word count: Maximum 200
13. What is the product/service that you sell in your business? Word count: Maximum 200
14. Detail how your business has the potential to scale and achieve financial sustainability. Word Count: Maximum 400
15. Detail and include your current research, customer marketing strategy, logistics and service delivery. Word Count: Maximum 400
16. Provide commercial and technical evidence your team has the ability and competencies to achieve success and detail strategy and time frame involved. Word Count: Maximum 400
17. What is the most significant result or achievement for both you and the business, in terms of results to date? (Sales, customers, revenue, deals, growth). Word Count: Maximum 300

7. Mi Casa, Su Casa - *Visitor Experience, Accommodation*

Questions

1. Business Overview.
Please include date of establishment, what your product or service is, target market, and other relevant information about your business.
2. How does the business maintain a competitive edge?
3. What marketing & promotional activity does the business undertake?
4. Please describe your commitment to workplace health and safety?
5. What lessons have you learned from successfully overcoming difficulties in business?
6. Please describe your business community support & charitable activities.
7. How does your business provide excellence in staff training and/or professional development and how do work with your staff to identify these needs?
8. How has the business contributed to the Tourism Industry in your Region?

8. Culinary Science - *Visitor Experience, Hospitality*

Questions

1. Business Overview.
Please include date of establishment, what your product or service is, target market, and other relevant information about your business.
2. How does the business maintain a competitive edge?
3. What marketing & promotional activity does the business undertake?
4. Please describe your commitment to workplace health and safety?
5. What lessons have you learned from successfully overcoming difficulties in business?
6. Please describe your business community support & charitable activities.
7. How does your business provide excellence in staff training and/or professional development and how do work with your staff to identify these needs?
8. Tell us about your milestone achievements over the past 12 months. This could include contracts won, innovations, events, products and services you have developed, business and community awards you have won.

9. Shop Till you Drop - *Retail*

Questions

1. Business Overview.
Please include date of establishment, what your product or service is, target market, and other relevant information about your business.
2. How does the business maintain a competitive edge?
3. What marketing & promotional activity does the business undertake?
4. Please describe your commitment to workplace health and safety?
5. What lessons have you learned from successfully overcoming difficulties in business?
6. Please describe your business community support & charitable activities.
7. How does your business provide excellence in staff training and/or professional development and how do work with your staff to identify these needs?
8. Explain your business success in the last 12 months?
9. Explain the strategies that will be implemented to maintain and continue the success of your business?
10. How do you create a good standard of customer service? Do you actively seek customer feedback? (Provide an Example)

10. Body & Soul - *Personal Services & Wellness*

Questions

1. Business Overview.
Please include date of establishment, what your product or service is, target market, and other relevant information about your business.
2. How does the business maintain a competitive edge?
3. What marketing & promotional activity does the business undertake?
4. Please describe your commitment to workplace health and safety?
5. What lessons have you learned from successfully overcoming difficulties in business?
6. Please describe your business community support & charitable activities.
7. How does your business provide excellence in staff training and/or professional development and how do work with your staff to identify these needs?
8. How are you planning to build on your business success in the next 3-5 years?

9. How do you create a good standard of customer service? Do you actively seek customer feedback? (Provide an Example)
10. What are the key challenges of operating your business?

11. Hammer in High Vis - *Trade, Construction, Manufacturing*

Questions

1. Business Overview.
Please include date of establishment, what your product or service is, target market, and other relevant information about your business.
2. How does the business maintain a competitive edge?
3. What marketing & promotional activity does the business undertake?
4. Please describe your commitment to workplace health and safety?
5. What lessons have you learned from successfully overcoming difficulties in business?
6. Please describe your business community support & charitable activities.
7. How does your business provide excellence in staff training and/or professional development and how do work with your staff to identify these needs?
8. What are the key challenges in your industry and how have they been overcome?
9. How does your business remain compliant in your industry?

12. Sharp at your Desk - *Professional Services*

Questions

1. Business Overview.
Please include date of establishment, what your product or service is, target market, and other relevant information about your business.
2. How does the business maintain a competitive edge?
3. What marketing & promotional activity does the business undertake?
4. Please describe your commitment to workplace health and safety?
5. What lessons have you learned from successfully overcoming difficulties in business?
6. Please describe your business community support & charitable activities.
7. How does your business provide excellence in staff training and/or professional development and how do work with your staff to identify these needs?
8. How are you planning to build on your business success in the next 3-5 years
9. What sets your standard of professional service apart from your competitors?
10. How do you measure your client satisfaction?