

2017 Asia/Pac Business Excellence Awards Entry

About Your Organization

\* 1. Which award category or categories will you be entering? *(Judges snapshot)*

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Best Marketing Campaign               | <input type="checkbox"/> Best Retailer 10 plus employees   | <input type="checkbox"/> Best Non-Profit                                 |
| <input type="checkbox"/> Best Community Impact                 | <input type="checkbox"/> Best Customer Service             | <input type="checkbox"/> Most Innovative Company                         |
| <input type="checkbox"/> Best Company Culture                  | <input type="checkbox"/> Best E-Commerce / Online Business | <input type="checkbox"/> CEO of the Year                                 |
| <input type="checkbox"/> Best Service Based under 10 Employees | <input type="checkbox"/> Best Import/Export                | <input type="checkbox"/> Young Entrepreneur of the Year (35 and younger) |
| <input type="checkbox"/> Best Service Based over 10 Employees  | <input type="checkbox"/> Best Manufacturer/Wholesaler      | <input type="checkbox"/> Entrepreneur of the Year                        |
| <input type="checkbox"/> Best Retailer under 10 employees      | <input type="checkbox"/> Best Overall Company              | <input type="checkbox"/> Fastest Growing                                 |

\* 2. Contact Details

**Name of Owner / President / CEO**

**Name of Company**

**Street Address**

**Suite**

**City/Town**

**State/Province**

**ZIP/Postal Code**

**Country**

**Email Address**

**Phone Number**

### 3. Social Media

Company Website

Company Twitter

Company LinkedIn

Company Facebook

### 4. How did you hear about us?

### 5. Will you be bringing any team or family members?

Yes

No

If Yes, How Many?

### \* 6. Do you currently work with an ActionCOACH?

Yes

No

If Yes, Who is Your Coach?

### 7. Is this the first time you have attended The Business Excellence Forums & Awards?

Yes

No

If No, What year(s)?

2017 Asia/Pac Business Excellence Awards Entry

General Information - All Submissions - Previous Awards

\* 8. Have you previously won a Business Excellence Forum Award?

Yes

No

2017 Asia/Pac Business Excellence Awards Entry

General Information - All Submissions - Awards

9. What award(s)?

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Best Company Culture  | <input type="checkbox"/> Best Manufacturer/Wholesaler    | <input type="checkbox"/> Young Entrepreneur of the Year (35 and younger) |
| <input type="checkbox"/> Best E-Commerce       | <input type="checkbox"/> Best Community Impact           | <input type="checkbox"/> Entrepreneur of the Year                        |
| <input type="checkbox"/> Best Customer Service | <input type="checkbox"/> Best Marketing Campaign         | <input type="checkbox"/> Fastest Growing                                 |
| <input type="checkbox"/> Best Service Based    | <input type="checkbox"/> Best Not-for-Profit             | <input type="checkbox"/> CEO of the Year                                 |
| <input type="checkbox"/> Best Retailer         | <input type="checkbox"/> Most Innovative Company         | <input type="checkbox"/> Best Overall Company                            |
| <input type="checkbox"/> Best Import/Export    | <input type="checkbox"/> Female Entrepreneur of the Year |  |

Award Not Listed

2017 Asia/Pac Business Excellence Awards Entry

General Information - All Submissions - Vision & Mission

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

\* 10. Describe your core business and include your Company's Vision & Mission Statement?

\* 11. What has driven your company's success and why?

2017 Asia/Pac Business Excellence Awards Entry

Best Marketing Campaign - Award Category

\* 12. Will you be entering for Best Marketing Campaign?

Yes

No

2017 Asia/Pac Business Excellence Awards Entry

Best Marketing Campaign

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

\* 13. What was your target marketing for this campaign?

\* 14. How do you define your core marketing message?

\* 15. What were the marketing challenges being addressed?

\* 16. Why should your business win Best Marketing Campaign? What would winning this award mean to you and your business?

\* 17. What is innovative and creative about the campaign/project; what lessons can other business owners learn from your ideas?

\* 18. What are the detailed objectives/targets and explain how well these were met, covering both financials and non-financial issues, I.e. marketing plan, ROI analysis.

Note: At the end of the submission, please upload all documentation, collateral and resources of your marketing campaign i.e. Online Marketing, Relationships Marketing, Strategic Partners, Host Beneficiaries, Direct Marketing etc.



2017 Asia/Pac Business Excellence Awards Entry

Best Company Culture - Award Category

\* 19. Will you be entering for Best Company Culture?

Yes

No

2017 Asia/Pac Business Excellence Awards Entry

Best Company Culture

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

\* 20. What is your company stated set points of culture?

\* 21. How does your Company recognize and reward team members who exemplify your Company Culture?

\* 22. How often are company meetings held, Weekly, Monthly, Annually, Who Attends?

23. What kinds of team member activities are recognized by the company?

24. How often are company meetings held, Weekly, Monthly, Annually, Who Attends?

\* 25. What activities/programs do you have to build company culture?

\* 26. Please provide 3 testimonials from team members on why you have the best company culture.

\* 27. Why should you win Best Company Culture? What would winning this award mean to you and your business?

2017 Asia/Pac Business Excellence Awards Entry

Community Impact - Award Category

\* 28. Will you be entering Best Community Impact?

Yes

No

2017 Asia/Pac Business Excellence Awards Entry

Community Impact

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

- \* 29. Describe some of the specific activities the business engages in and has a positive impact on the community.

- \* 30. How has your business invested or reinvested in the community?

- \* 31. How do you measure the social, environmental and financial outcomes of the business?

- \* 32. Please provide some example of the company's diversity and inclusion work.

- \* 33. Please provide 3 peer references that consider the business to be a community leader.

\* 34. Provide examples of how the business has had a positive impact on the local community.

\* 35. Why should you win Best Community Impact? What would winning this award mean to you and your business?

2017 Asia/Pac Business Excellence Awards Entry

Best Customer Service - Award Category

\* 36. Will you be entering Best Customer Service?

Yes

No

2017 Asia/Pac Business Excellence Awards Entry

Best Customer Service

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

- \* 37. What systems and processes exist to promote ongoing Customer Service improvement across the organization?

- \* 38. What processes exist to optimize employee participation in the development of excellence in Customer Service?

- \* 39. How does the current service level of your organization compare with its history and other similar organizations with regards customer service?

- \* 40. Please provide any customer testimonials you have relating to your customer service.



\* 41. Why should your business win the Best Customer Service award?

\* 42. What would winning this award mean to you and your business?

2017 Asia/Pac Business Excellence Awards Entry

Individual Categories

\* 43. Which individual category will you be entering?

- CEO of the Year
- Young Entrepreneur of the Year (35 and younger)
- Entrepreneur of the Year
- None of the Above

2017 Asia/Pac Business Excellence Awards Entry

CEO of the Year

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

\* 44. Provide a brief biography of yourself

\* 45. Describe how you demonstrate effective and innovative leadership to strengthen the business.

\* 46. Describe how you best demonstrate creativity and vision in the business.

\* 47. Describe your process in turning vision and direction into planned strategy.

\* 48. What are your business long terms goals and how do you plan to achieve these?

\* 49. What are your milestone achievements? Include contracts you've won, innovations you've initiated, products or services you've developed or awards you have won.

\* 50. Describe how you have served as a role model and mentor to your team.

\* 51. What challenges have you overcome to help achieve the business objectives?

\* 52. Why should you win CEO of the Year ? What would winning this award mean to you and your business?

2017 Asia/Pac Business Excellence Awards Entry

Young Entrepreneur of the Year (35 and younger)

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

\* 53. Provide a brief biography of yourself

\* 54. Describe how you demonstrate effective and innovative leadership to strengthen the business

\* 55. Describe how you best demonstrate creativity and vision in your business.

\* 56. What are your business long terms goals and how do you plan to achieve these?

\* 57. What are your milestone achievements? Include contracts you've won, innovations you've initiated, products or services you've developed or awards you have won.

\* 58. Describe you have served as a role model and mentor to other business owners.

\* 59. Describe the growth plans for the company.

\* 60. What risks have you undertaken to achieve your business objectives?

\* 61. Why should you win the Young Entrepreneur of the Year award? What would winning this award mean to you and your business?

2017 Asia/Pac Business Excellence Awards Entry

Entrepreneur of the Year

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

\* 62. Provide a brief biography of yourself

\* 63. Describe how you demonstrate effective and innovative leadership to strengthen the business.

\* 64. Describe how you best demonstrate creativity and vision in your business.

\* 65. What are your business long terms goals and how do you plan to achieve these?

\* 66. Describe you have served as a role model and mentor to other business owners.

\* 67. Describe the growth plans for the company.

\* 68. What risks have you undertaken to achieve your business objectives?

\* 69. Please state your annual revenue for this past fiscal year and how much (%) it has grown.

\* 70. Why should you win the Entrepreneur of the Year award? What would winning this award mean to you and your business?



2017 Asia/Pac Business Excellence Awards Entry

Industry Award Categories

\* 71. Which industry category will you be entering?

- |   |   |  |
|---|---|--|
| <input type="radio"/> Best Service Based under 10 Employees | <input type="radio"/> Best Retailer 10 plus employees   | <input type="radio"/> Best Import/Export |
| <input type="radio"/> Best Service Based over 10 Employees  | <input type="radio"/> Best E-Commerce / Online Business | <input type="radio"/> None of the Above  |
| <input type="radio"/> Best Retailer under 10 employees      | <input type="radio"/> Best Manufacturer/Wholesaler      |  |

2017 Asia/Pac Business Excellence Awards Entry

Best Service Based under 10 Employees

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

\* 72. What is your competitive advantage or unique selling point over your competitors?

\* 73. How does your business ensure it maintains it's competitive difference?

\* 74. What is the basis for entering this award category. i.e. Why do you consider you are the best in your industry/market?

\* 75. How has your business performed in recent years? Particularly, you should detail the turnover and profits of the company over the last three financial years.

\* 76. What are your milestone achievements? Include contracts you've won, innovations you've initiated, products or services you've developed or awards you have won.

\* 77. Why should your business win Best Service Based Company? What would winning this award mean to you and your business?

2017 Asia/Pac Business Excellence Awards Entry

Best Service Based over 10 Employees

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

\* 78. What is your competitive advantage or unique selling point over your competitors?

\* 79. How does your business ensure it maintains it's competitive difference?

\* 80. What is the basis for entering this award category. i.e. Why do you consider you are the best in your industry/market?

\* 81. How has your business performed in recent years? Particularly, you should detail the turnover and profits of the company over the last three financial years.

\* 82. What are your milestone achievements? Include contracts you've won, innovations you've initiated, products or services you've developed or awards you have won.

\* 83. What would winning this Best Service Based Business mean to you and your business?

2017 Asia/Pac Business Excellence Awards Entry

Best Retailer under 10 employees

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

\* 84. What is your competitive advantage or unique selling point over your competitors?

\* 85. How does your business ensure it maintains it's competitive difference?

\* 86. What is the basis for entering this award category. i.e. Why do you consider you are the best in your industry/market?

\* 87. How has your business performed in recent years? Particularly, you should detail the turnover and profits of the company over the last three financial years.

\* 88. What are your milestone achievements? Include contracts you've won, innovations you've initiated, products or services you've developed or awards you have won.

\* 89. Why should your business win Best Retailer Company? What would winning this award mean to you and your business?

2017 Asia/Pac Business Excellence Awards Entry

Best Retailer 10 plus employees

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

\* 90. What is your competitive advantage or unique selling point over your competitors?

\* 91. How does your business ensure it maintains it's competitive difference?

\* 92. What is the basis for entering this award category. i.e. Why do you consider you are the best in your industry/market?

\* 93. How has your business performed in recent years? Particularly, you should detail the turnover and profits of the company over the last three financial years.



\* 94. What are your milestone achievements? Include contracts you've won, innovations you've initiated, products or services you've developed or awards you have won.

\* 95. Why should your business win Best Retailer Company? What would winning this award mean to you and your business?

2017 Asia/Pac Business Excellence Awards Entry

Best E-Commerce / Online Business

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

- \* 96. Is your business model exclusively e-commerce or is your e-commerce a component of the overall business?

- \* 97. Describe your e-commerce business model, specifically how it provides an advantages to your customers and/or the business itself.

- \* 98. What is the basis for entering this award category. I.e. Why do you consider you are the best in your industry/market?

- \* 99. How has your business performed in recent years? Particularly, you should detail the turnover and profits of the company over the last three financial years.

\* 100. What are your milestone achievements? Include contracts you've won, innovations you've initiated, products or services you've developed or awards you have won.

\* 101. Who makes up your team? Are they all in-house or do you have external partners?

\* 102. Why should your business win Best E-Commerce Company? What would winning this award mean to you and your business?

2017 Asia/Pac Business Excellence Awards Entry

Best Manufacturer/Wholesaler

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

\* 103. What is your competitive advantage or unique selling point over your competitors?

\* 104. How does your business ensure it maintains it's competitive difference?

\* 105. What is the basis for entering this award category. I.e. Why do you consider you are the best in your industry/market?

\* 106. How has your business performed in recent years? Particularly, you should detail the turnover and profits of the company over the last three financial years.

\* 107. What are your milestone achievements? Include contracts you've won, innovations you've initiated, products or services you've developed or awards you have won.

\* 108. What would winning Best Manufacturer/Wholesaler mean to you and your business?

2017 Asia/Pac Business Excellence Awards Entry

Best Import/Export

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

\* 109. What is your competitive advantage or unique selling point over your competitors?

\* 110. How does your business ensure it maintains it's competitive difference?

\* 111. What is the basis for entering this award category. Ie. Why do you consider you are the best in your industry/market?

\* 112. How has your business performed in recent years? Particularly, you should detail the turnover and profits of the company over the last three financial years.

\* 113. What are your milestone achievements? Include contracts you've won, innovations you've initiated, products or services you've developed or awards you have won.

\* 114. What would winning Best Import Export mean to you and your business?

2017 Asia/Pac Business Excellence Awards Entry

Most Innovative Company - Award Category

\* 115. Will you be entering Most Innovative Company?

Yes

No



2017 Asia/Pac Business Excellence Awards Entry

Most Innovative Company

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

- \* 116. What processes do you use to research and develop new products or services, and how do you introduce them to the market?

- \* 117. What processes /policies does your business use to ensure it remains innovative within your industry/market?

- \* 118. What is your current strategy for the development of the business and how will you implement that strategy?

- \* 119. How has your business performed in recent years? Particularly, you should detail the turnover and profits of the company over the last three financial years.

\* 120. Why should your business win Most Innovative Company? What would winning this award mean to you and your business?

2017 Asia/Pac Business Excellence Awards Entry

Fastest Growing - Award Category

\* 121. Will you be entering Fastest Growing Company?

Yes

No

2017 Asia/Pac Business Excellence Awards Entry

Fastest Growing

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

- \* 122. Summarize the rationale for entering this award. What have been your major areas of growth and what are the metrics of those areas?

- \* 123. What are your milestone achievements? Include contracts you've won, innovations you've initiated, products or services you've developed or awards you have won.

- \* 124. Why should your business win Fastest Growing Company? What would winning this award mean to you and your business?

2017 Asia/Pac Business Excellence Awards Entry

Best Overall Company - Award Category

\* 125. Will you be entering Best Overall Company?

Yes

No

2017 Asia/Pac Business Excellence Awards Entry

Best Overall Company

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

- \* 126. How has your business performed in recent years? Particularly, you should detail the turnover and profits of the company over the last three financial years.

- \* 127. What is your current strategy for the development of the business and how will you implement that strategy? Link the strategic decisions taken in the past to the performance of the company, as described in the response to the previous question.

- \* 128. How do you manage your business and what performance indicators do you use? Provide examples of the reporting used to manage the business.

- \* 129. What processes do you use to research and develop new products or services, and how do you introduce them to the market?

\* 130. How do you provide customer care and monitor customer satisfaction?

\* 131. What is your marketing strategy and how is it implemented/?

\* 132. How do you communicate with your employees and what level of involvement do they have in business decisions?

\* 133. What contributing does your business make to the community?

\* 134. Why should your business win Best Overall Company? What would winning this award mean to you and your business?

2017 Asia/Pac Business Excellence Awards Entry

Best Not-For-Profit - Award Category

\* 135. Will you be entering Best Not-For-Profit Company?

Yes

No



2017 Asia/Pac Business Excellence Awards Entry

Best Non-Profit

*Entry TIP: Type your answers in a WORD document first and then copy and paste your answer...*

- \* 136. How do you manage your business and what performance indicators do you use? Provide examples of the reporting used to manage the business.

- \* 137. How has your business performed in recent years? Particularly, you should detail the key performance indicators of the company over the last three financial years.

- \* 138. What is your current strategy for the development of the business and how will you implement that strategy? Link the strategic decisions taken in the past to the performance of the company, as described in the response to the previous question.

- \* 139. What contributing does your business make to the community?

\* 140. Why should your business win Best Non for Profit? What would winning this award mean to you and your business?

2017 Asia/Pac Business Excellence Awards Entry

5 Ways

141. What are your current 5 Ways Numbers for 2015? *(If you are ONLY submitting for Company Culture and Marketing Campaign - You do NOT have to fill out)*

Lead Generation	<input type="text"/>
Conversion Rate	<input type="text"/>
No. of Customers	<input type="text"/>
No. of Transactions	<input type="text"/>
Average \$ / Sale	<input type="text"/>
Revenue	<input type="text"/>
Margin	<input type="text"/>
Profits	<input type="text"/>

142. What are your current 5 Ways Numbers for 2016? *(If you are ONLY submitting for Company Culture and Marketing Campaign - You do NOT have to fill out)*

Lead Generation	<input type="text"/>
Conversion Rate	<input type="text"/>
No. of Customers	<input type="text"/>
No. of Transactions	<input type="text"/>
Average \$ / Sale	<input type="text"/>
Revenue	<input type="text"/>
Margin	<input type="text"/>
Profits	<input type="text"/>



2017 Asia/Pac Business Excellence Awards Entry

Revenue/Growth

Please fill out the following (this information will be kept confidential). If you are ONLY submitting for Company Culture and Marketing Campaign - You do NOT have to fill out.

143. For 2013,

What was your gross revenue?

% of Growth

Employees

144. For 2014,

What was your gross revenue?

% of Growth

Employees

145. For 2015,

What was your gross revenue?

% of Growth

Employees

146. For 2016,

What was your gross revenue?

% of Growth

Employees



2017 Asia/Pac Business Excellence Awards Entry

Testimonials & Supporting Document

Testimonials & Supporting Documents

Please provide any notoriety public headline/testimonials you or your company has received over the past 3 years. \*

Upload any supporting documents for your submission (press releases, other awards, etc)

Please upload supporting document

No file selected

Please upload supporting document

No file selected

Please upload supporting document

No file selected

Please upload supporting document

No file selected

Please upload supporting document

No file selected

Please upload supporting document

No file selected

Please upload supporting document

No file selected

Please upload supporting document

**Choose File** No file selected

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**\*\*\*Company Logo**

Please upload your Company Logo for PR, Judging and Awards Gala.

**\*\*\*Attach Company Logo \***

**Choose File** No file selected

---

**IMPORTANT INSTRUCTIONS**

Once ALL Supporting Documents and Company Logo are uploaded, please CLICK Submit to confirm your upload AND then scroll down to click Next to complete your award entry.

**Submit**

**PLEASE SCROLL DOWN CLICK Next TO COMPLETE YOUR SUBMISSION**



## Disposition of Entries

**Entries and materials submitted may or may not be used, displayed, shown, duplicated, published or disposed of as The Business Excellence Forums & Awards deems appropriate. We hold no responsibility to return any documents, images, or files, once submitted to us.**

**By submitting entries, the entrant agrees to hold The Business Excellence Forums & Awards and its employees and/or sponsors exempt from any costs or expenses of any claim arising out of any such use by us. Winners must be present at the Awards Ceremony to receive their awards**

## **How To Get Help**

**Need answers to your questions on how to prepare and/or submit your entries?**

**Visit our web site at: [TheBusinessExcellenceForums.com](http://TheBusinessExcellenceForums.com)**

**If you can't find the answer there, please contact us at:**

**The Business Excellence Forums & Awards**

**c/o ActionCOACH Global Office**

**5781 S. Fort Apache Rd.**

**Las Vegas, NV (USA) 89148**

**Telephone: +1 (702) 795-3188**

**Twitter: @BEFglobal | #BEawarded**

**Email: [info@thebusinessexcellenceforums.com](mailto:info@thebusinessexcellenceforums.com)**

2017 Asia/Pac Business Excellence Awards Entry

Registration

\* 147. Have you Registered for the 2017 Business Excellence Forums & Awards?

Yes

No

2017 Asia/Pac Business Excellence Awards Entry

Registration

*To Register, Please right Click link below to Open a NEW Window and click next to complete your award submission*

[Register](#) for The 2017 Business Excellence Forums

Thank You

THANK YOU

*#BeAwarded*