

### What is the nomination process?

There is no nomination process for the awards this year.

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### How do I submit an entry?

This can be done online at [awards.mfaa.com.au](http://awards.mfaa.com.au). If you want to submit for various awards or think about your answers off line first, an editable PDF is available. This form can be used as a draft only for MFAA Excellence Awards 2017 submission. All submissions must be done on our website - no email submissions will be accepted. You can copy and paste your responses from the editable PDF into the online submission form. A picture of you or your company logo is also required to submit an entry along with personal details.

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### What are the award categories?

#### Individual Awards

- Regional Finance Broker Award
- Residential Finance Broker Award
- Business Development Manager Award - Lender
- Business Development Manager Award - Aggregator
- Commercial Finance Broker Award
- Young Professional Award
- Newcomer Award
- Motor Vehicle and Equipment Finance Broker Award
- Loan Administrator Award
- SOLD Community Champion Award

#### Company Awards

- Finance Broker Business Award - 2 to 5 Loan Writers
  - Finance Broker Business Award – 6+ Loan Writers
  - Diversified Business Award
  - Support Service Provider Award
  - Customer Service Award
  - Aggregator Award
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### Can I enter more than one award category?

Yes.

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### What is the award criteria?

A 150 word statement is required for each of the following criteria for each entry:

1. Overview
2. Professionalism
3. Integrity and Ethics
4. Industry Role Model
5. Innovation and Diversification
6. Marketing and Promotion
7. Customer Service
8. Achievements and Success (Confidential)
9. Business and Sales Performance (Confidential)

This criteria is consistent across all award categories, with the following exceptions:

- Extra *Community Leadership* criteria for the SOLD Community Champion Award.
- No *Business and Sales Performance* criteria required for the Loan Administrator and Support Service Provider Awards.

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### What is classified as major and non-major lenders?

The major category is for the 4 major banks- Commonwealth Bank of Australia, National Australia Bank, ANZ and Westpac. All other entities will be classified as non-major.

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### What is classified as a regional area?

Any area outside of the metropolitan major capital cities.

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### What period do the awards cover?

The calendar year of 2016.

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### When do submissions close?

12 am AEST on Monday 20 March 2017.

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### How are the submissions judged?

All judges will have a personal online dashboard to judge their allocated awards online in March.

### **Who will be in the running for the national awards?**

Finalists will be published online on Monday 10 April 2017. State winners will be announced at the state events during May/June and published online after each event. All state winners will be contenders for the national award. National award winners will be announced at the national event and published online the following day.

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### **When are the award presentation events?**

Perth State Awards Night : 11 May 2017  
Adelaide State Awards Night : 18 May 2017  
Sydney State Awards Night : 26 May 2017  
Melbourne State Awards Night : 8 June 2017  
Brisbane State Awards Night : 15 June 2017  
National Awards Night, Melbourne : 27 July 2017

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### **How do I find out more information?**

[awards.mfaa.com.au](http://awards.mfaa.com.au)  
1300 554 817