

ENTRY FORM



New Breed
Adviser Awards

AWARDS WILL BE CONFERRED UPON THOSE INDIVIDUALS AND COMPANIES WHO ARE ABLE TO BEST DEMONSTRATE THEIR WORTHINESS IN THE CATEGORIES AGAINST THE CENTRAL JUDGING CRITERIA OF:

- Administration (speed, accuracy and regulatory approval)
- Technology (its use for the benefit of the client, not just the firm)
- Client service
- Investment returns (where relevant to the submission)
- Performance (individual through achieving qualifications and developing business; company in terms of sales, new business and achievement of all previous criteria across all areas of the business)

There is no limit to the number of categories an adviser or company may enter. Each entry, however, must be tailored to the specific category rather than a single entry be used to cover all categories.

Submissions should be no more than 1,000 words in length and be submitted electronically to tas-nba@ft.com. Submissions which exceed this word limit may be penalised at the judges' discretion.

As part of the judging process, those shortlisted for the individual adviser categories may be invited to attend a brief interview with the judging panel, date to be confirmed.

The submissions must address the specific criteria for each category, concentrating on the expertise and detail any training and development undertaken in the past, including any qualifications currently being studied for yet to be taken.

A maximum of FIVE additional items may be submitted as corroboration, such as client testimonials, letters of commendation, etc.

The submissions will be judged by a panel of leading industry experts chaired by Pádraig Floyd, editor of High Net Worth.

THE CATEGORIES ARE AS FOLLOWS:

- 1 **Best use of technology/platform technology (COMPANY AWARD)**
- 2 **Best transitional adviser – this category recognises the advisory firm that has made the greatest advances towards becoming a new breed adviser (COMPANY AWARD)**
- 3 **Best paraplanner (INDIVIDUAL AWARD)**
- 4 **Best paraplanner team (COMPANY AWARD)**
- 5 **Best retirement planner (INDIVIDUAL AWARD)**
- 6 **Best investment planner (INDIVIDUAL AWARD)**
- 7 **Best newcomer – adviser who has made considerable achievements within first five years as a practitioner (includes those who may have moved into financial planning from other disciplines) (INDIVIDUAL AWARD)**
- 8 **Corporate and social responsibility – the "giving it back award" for advisers who can demonstrate their companies add value not only to their immediate clients, but to their community or society in general (INDIVIDUAL AWARD)**
- 9 **Lifetime achievement award (individual – nominated by colleagues/peers, with a maximum 500 word statement outlining the individual's achievements and explaining why they deserve this accolade) (COMPANY AWARD)**
- 10 **Best adviser in transition – this category recognises the advisory firm that has made the greatest**

advances towards becoming a new breed adviser (COMPANY AWARD)

Two further awards will be made by the judges to the individual and company who they believe demonstrate best overall performance across the entire category range.

- 11 **Adviser firm of the year – fostering a new breed advisory community – criteria include business performance, corporate strategy, contribution to industry, development and training programme and meeting client requirements (including TCF) (COMPANY AWARD)**
- 12 **Adviser of the year (INDIVIDUAL AWARD)**

Please ensure you each entry is clearly labelled with the your contact name, company name, telephone, email and the category entered.

PLEASE SEND YOUR COMPLETED ENTRY VIA EMAIL TO:

tas-nba@ft.com

PLEASE NOTE
THE CLOSING DATE FOR ENTRIES IS FRIDAY 3RD SEPTEMBER 2010