

Sanlam / Business Partners Entrepreneur of the Year® Competition 2012 Registration Form

Entrepreneur's contact details:

Contact person	First name:	Surname:
Business telephone	()	
Business fax	()	
Cellphone		
Email address		
Physical address (from where the business is operating)	<hr/> <hr/>	
Postal address	<hr/> <hr/>	
Postal code		
Province		

Business information:

Name of entrepreneur	First name:	Surname:	
Business type (Sole Proprietor, Partnership, CC, Company or Trust)			
Name of business entity			
Industry			
Financial information		Financial Year End: 28/02/2010	Financial Year End: 28/02/2011
Turnover	Rand value		
Profit	Rand value - PBIT		
Employment	Number of full-time employees		

Give a brief description of the business being nominated

Signature of principal / owner / authorised persons

Full names of signatory

Date

On signing you agree to being part of any publicity or news stories as part of the competition. You also agree to receive communication from the EOY team and sponsors from time to time.

EOY prides itself on the credibility of its assessment process hence the need to supply the judges with the detail needed to make an informed and thorough decision on finalists and winners of this competition.

The detail required for your entry is as follows:

Covering page

Your logo
Entrepreneur of the Year®
Province
Area
Business name
Entrant's name
Contact Information
Qualitative criteria

The product or service

A company profile including details of the products or services offered by the entrepreneur. Highlight technical prowess and innovation.

Other businesses

Details of other businesses the entrepreneur owns or divisions / subsidiaries of the company.

Entrepreneurial ability

Identifying opportunities
Dedication and desire
Drive and energy
Perseverance and discipline
Innovation and ingenuity

Accreditation

Give details of any accreditation or affiliation the entrepreneur's company may have.

Organisational structure

Who are the people behind the company - including EE breakdown (where applicable).

Clients

Give examples of the company's client or customer base.

Marketing skills

Identification of niche
Harvesting the gap
Creating new markets
Dealing with competition

Management skills

Planning
Organising
Leading
Controlling
Financial management

Financials

Balance sheet:
Three years to be consolidated onto one page.
Income statement:
Three years to be consolidated onto one page.

Good corporate citizenship

Environmentally conscious
Health and safety conscious
Social responsibility projects
Enterprise development

Quantitative criteria

Growth in owner's equity
Growth in profits / cash flow
Growth in sales
Job creation
Social responsibility

Photographs

The entrepreneur
Entrepreneur's team (if relevant)
Entrepreneur's premises
Products / production line (if applicable)

Your judging pack should not be more than 30 pages long (excluding financials and photos).



Please send your entry form to:

Naseerah Cassojee
Fax: 011 713 6655
Telephone: 011 713 6600
Email: eoy@businesspartners.co.za
Website: www.eoy.co.za

Publicity opportunity:

As an entrant to the EOY competition you may be requested to do an interview for publicity purposes.