



## 2019 competition entry form

### Entrepreneur's contact details:

Contact person: First name \_\_\_\_\_ Surname \_\_\_\_\_

Contact details: (  ) Business telephone \_\_\_\_\_ (  ) Business fax \_\_\_\_\_ Cellphone \_\_\_\_\_  
 Email address \_\_\_\_\_

Physical address: *(from where the business is operating)*

Province \_\_\_\_\_ Postal code \_\_\_\_\_

Postal address:

Province \_\_\_\_\_ Postal code \_\_\_\_\_

Is this your first business, or have you started other businesses before?    This is my first business    I've started others before

### Business information:

Name of business entity *(If Group, please indicate the name of business entity entering the competition):* \_\_\_\_\_

Industry: \_\_\_\_\_ Business type: \_\_\_\_\_

When was the business established? \_\_\_\_\_ BEE status: \_\_\_\_\_

Ownership: *(% of ownership which is black)*    Management: *(% of management which is black)*    Employment equity: *(% of employees, excl management, that are black)*

### Business ownership information:

Name/s of business owner/s:

First name	Surname	Date of birth	Gender	Shareholding %
First name	Surname	Date of birth	Gender	Shareholding %
First name	Surname	Date of birth	Gender	Shareholding %

Controlling owner (if different):

First name	Surname	Date of birth	Gender	Shareholding %
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## Financial information:

If Group, please confirm the name of business entity whose financials are being submitted:

Turnover:	Rand value for year end 2018	Rand value for year end 2019
Profit:	Rand value - PBIT for year end 2018	Rand value - PBIT for year end 2019
Employment:	Number of employees for year end 2018	Number of employees for year end 2019

## Entry motivation information:

1. Which Entrepreneur of the Year® competition category/categories do you believe is/are the best fit for your business entity?
2. Give a brief the history of your business: please include information on why and how was it established, who was involved in its establishment?
3. What products and/or services does your business offer? Has there been any innovation involved in the product development and/or service offering? How do you differentiate your product and/or services from your competitors?
4. As a business owner, briefly describe how you have proven your entrepreneurial ability and management skills.
5. Marketing is a vital part of any business, what marketing and sales strategy have you adopted in your business to make it successful?
6. Please explain who makes up your business's client or customer base. How did you acquire this customer base? How do you keep them loyal to your business?
7. Does your business implement any corporate social investment (CSI) project/s? If yes, please tell us about this project/ these projects and why you select to support it/them – what impact does your business want to make through this project/ these projects?

8. In what aspects has your business excelled in its industry to make you, the business owner/s, worthy of being the Entrepreneur of the Year® winner/s?

9. In what aspects have you, the business owner/s, excelled in business to make you worthy of being the Entrepreneur of the Year® winner/s?

10. How have the jobs your business has created impacted your operating environment e.g. community, province, etc.? In your answer, please indicate both permanent jobs and temporary employment opportunities.

Where did you hear about the Entrepreneur of the Year® competition?

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#### Acceptance of entry and terms & conditions\*:

Signature of owner / authorised person

Full names of signatory

Date

Alternatively, please send your entry form to [enquiries@eoy.co.za](mailto:enquiries@eoy.co.za)

*\*On signing you agree to be part of any publicity or news articles as part of the competition. You also agree to receive communication from the EOY team and sponsors from time to time. The EOY team retains the right to conduct site visits to your business premises as part of the judging process for the competition. Competition finalists may be required to attend training one day before the awards ceremony.*

*\*Please note that the judges reserve the right to allocate the appropriate competition category for all entries.*

*\*Please note: should your entry qualify to proceed into the second phase of the EOY competition we may request your financial statements and further company information.*