



2020 Pest Manager of the Year Award Nomination Form

Category: A Pest Management Firm Employing 10 or More People
 A Pest Management Firm With Fewer than 10 People

***National Pest Manager of the Year will be selected from one of the above categories*

Outline Business: Number of Employees
Areas of operation

Name of Business:

ABN:

ACN:

Business Owner's Name:

Address:

Telephone Number:

Email Address:

Please answer briefly and clearly the following questions

Questions	Answer	Score
<p>1. Demonstrated Business Systems in place</p> <p>Does your business have a documented values and/or mission statement?</p>		

<p>2. Customers and Marketing</p> <p>Does your business have a marketing plan?</p> <p>How is your success measured against this plan?</p>		10
<p>3. Operations</p> <p>Have you ever reviewed your risk management plan?</p> <p>How do you align your resources to your overall business strategy?</p>		
<p>4. Covid-19</p> <p>How has your business coped with Covid-19?</p> <p>How have you dealt with employee relations during Covid-19?</p> <p>How has your business coped with customer relations during Covid-19?</p> <p>How has your business operation potentially changed as a result of Covid-19?</p>		

<p>5. Training</p> <p>What are you contributing to training of new people for the industry?</p> <p>How have your staff implemented what they have learnt through training?</p> <p>Do you have a training plan?</p>		
<p>6. Growing the Professional Pest Management Industry</p> <p>What research have you done either on a “local or national level” on future trends in the industry?</p> <p>Give an example of a recent business intelligence activity you have performed. What did you do, what were the results and how did you use the results?</p>		

<p>7. Innovation and New Ideas</p> <p>Provide a concise description of one of your marketing innovations.</p> <p>How is your product/service unique or how does it differ from similar offerings in the market place.</p> <p>In general terms, can you describe what you do better than your competitors?</p>		
<p>8. Strategy and Vision</p> <p>To what degree does your business have plans for the future?</p> <p>What do you consider your greatest business achievement to date and why?</p>		
<p>9. People and Culture</p> <p>How would you describe your leadership style?</p> <p>What is your most important value as a leader and how do you demonstrate that value?</p>		

10. Succession Planning

What plans have you got for succession in your business?

Submission of Entries

Entry forms should be forwarded by COB 1st July 2020, to the AEPMA National Office via email to info@aepma.com.au or fax 07 3268 4213.