



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
Gross Sales
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
1. Demonstrated Business Systems in place Does your business have a documented values and/or mission statement?		10

<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>		10
<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>		10

<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>		10
<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>		10

<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>		10
<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>		10
<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

10. Succession Planning What plans have you got for succession in your business?		10
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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.