



## 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><b>1. Demonstrated Business Systems in place</b></p> <p>Does your business have a documented values and/or mission statement?</p>		<b>10</b>

<p><b>2. Customers and Marketing</b></p> <p>Does your business have a marketing plan?</p> <p>How is your success measured against this plan?</p>		<p><b>10</b></p>
<p><b>3. Operations</b></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><b>10</b></p>
<p><b>4. Covid-19</b></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><b>10</b></p>

<p><b>5. Training</b></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>		<b>10</b>
<p><b>6. Growing the Professional Pest Management Industry</b></p> <p>What research have you done as to international and national 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>		<b>10</b>

<p><b>7. Innovation and New Ideas</b></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>		<b>10</b>
<p><b>8. Strategy and Vision</b></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>		<b>10</b>
<p><b>9. People and Culture</b></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>		<b>10</b>
<p><b>10. Succession Planning</b></p> <p>What plans have you got for succession in your business?</p>		<b>10</b>

**Submission of Entries**

Entry forms should be forwarded by COB 1<sup>st</sup> July to the AEPMA National Office via email to [info@aepma.com.au](mailto:info@aepma.com.au) or fax 07 3268 4213.