

| Questions | Answer | Score |
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| <p>1. Demonstrated Business Systems in place</p> <p>Does your business have documented values, mission statement?</p> <p>How does this guide the way your business operates in the market?</p> | | <p>10</p> |
| <p>2. Customers & building community trust</p> <p>How do you think our industry can better inspire trust with the public to accelerate greater adoption of services?</p> <p>What actions are you already taking to inspire trust with your customers?</p> | | <p>10</p> |

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| <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>10</p> |
| <p>4. Diversity in the workplace</p> <p>What efforts if any has your business taken to build a more diverse and inclusive work environment?</p> | | <p>10</p> |
| <p>5. Training and industry development</p> <p>Does your business have a documented training plan?</p> <p>What contribution are you making to the training of new people for the industry?</p> <p>How do you encourage people to consider a career in the pest management industry.</p> | | <p>10</p> |

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| <p>6. Growing the Professional Pest Management Industry</p> <p>How has your business grown in recent years and how has this growth been to the betterment of the pest management industry?</p> | | <p>10</p> |
| <p>7. Innovation and New Ideas</p> <p>What has been the most successful Innovation which you have implemented in your business and why?</p> <p>How is your product/service unique or how do differentiate from similar offerings in the market place – what makes your business better?</p> | | <p>10</p> |
| <p>8. Strategy & 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>10</p> |

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| <p>9. People & 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> | | <p>10</p> |
| <p>10. Succession Planning</p> <p>What plans have you got for succession in your business?</p> | | <p>10</p> |

Submission of Entries

Entry forms should be forwarded by **15th June 2021** to the AEPMA National Office via email to info@aepma.com.au or fax 07 3268 4213.

The top 3 companies in each category will be selected for judging.