



Entry Form

A WA Business News Initiative



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RISING STARS ENTRY FORM

If your business is based in Western Australia and is growing then you are eligible to enter the 2010 Rising Stars awards. Complete the entry form, providing an insight into how you have successfully grown your business venture and your company could be profiled in WA Business News as a 2010 Rising Star.

Previous winners have come from a diverse range of industries including engineering, technology, financial services, advertising, food manufacture and aged care.

WA's Fastest Growing Private Enterprises

Whilst the buoyant conditions of WA's public companies are often documented, the strong and consistent growth of the private sector is sometimes overlooked.

That is why the Rising Stars Awards provide an annual platform to showcase enterprises that have sustained high rates of growth. Enterprises that understand and can articulate the key drivers behind successful growth.

The program highlights the value-creating strategies used by the 2010 Rising Stars winners. The data provided by participants, together with their tips, tricks and anecdotes relating to growth, will be analysed to provide valuable insights for others seeking to take their performance to the next level.

We understand that growth is not easily achieved and even harder to maintain. A key finding of global research is that consistent profitable growth results when an organisation manages itself around the three "cornerstones of growth"; namely Strategy, Capability and Commitment.

The findings of the Rising Stars results and appropriate editorial, including the names and profiles of the top 10 Rising Stars will be featured in a special edition of WA Business News.

We hope that you will see fit to participate in this important survey of WA's fastest growing private enterprises, our Rising Stars.





2010 RISING STARS

The Eligibility Criteria

For participation in Rising Stars 2010 an applicant must:

- Be a private enterprise
- Have a minimum turnover of \$2m in financial year 2008/09
- Be able to demonstrate how the company's positioning has been maintained from the previous year and what is being done to work towards growth in this current market
- Exhibit growth in one or more of the following areas over recent financial years; turnover, profit and/or staffing numbers
- Be willing to substantiate growth figures (only if required, and requested, for confirmation by judging panel).

Conditions of Entry:

The Rising Stars awards are open to private, Western Australian companies that meet the eligibility criteria set out in the entry form.

Entrants must be willing to provide business name and details to WA Business News for publication in the awards edition of the newspaper if successful in achieving Rising Star status.

All entries need to be typed, accompanied with two recent company photos and emailed to events@wabusinessnews.com.au.

Judges decision is final, no correspondence will be entered into.

Completed entry forms will be treated in confidence and will not be circulated outside of judges, sponsors and selected employees of WA Business News.

All entries need to be received by WA Business News by 5.00pm on Wednesday 20 April, 2010.

WA Business News reserves the right to publish winners' photos and *only biographical* details.

WA Business News reserves the right to vet and substantiate information contained in entry forms.

No responsibility can be accepted for lost or misplaced entries and incomplete entries will be disregarded.

Submission of an entry form indicates acceptance of the Conditions of Entry. Failure to comply may result in disqualification.

Entry Checklist:

- Entry addresses specific criteria
- Entry is emailed to events@wabusinessnews.com.au
- Email 2 photos of your Rising Stars team to events@wabusinessnews.com.au



Part 1 - Cover Page

Entry Form Composition

Part 1: Cover Page (1 page)

Part 2: Facts and Figures

Part 3: Who are you?

Part 4: The Growth Story (1 page)

Part 5 (a): Strategy (1/2 page)

Part 5 (b): Capability (1/2 page)

Part 5 (c): Commitment (1/2 page)

Please provide:

Business Name

Address

CEO / MD Name

CEO / MD Title

Industry

Date Founded

Website URL

Applicant Name

Position

Office Phone

Mobile

Email Address



Part 2

(Weighting 15%)

The Facts & Figures

So that we can assess previous growth in your business, please provide the following financial information. If possible, please provide for the last 3 financial years together with an estimate or your planned budget for 2009/10:

	2006/07 ACTUAL	2007/08 ACTUAL	2008/09 ACTUAL	2009/10 BUDGET
Turnover	\$	\$	\$	\$
and/or				
Net Profit	\$	\$	\$	\$

Likewise, please provide the following staffing information.

	2006/07 ACTUAL	2007/08 ACTUAL	2008/09 ACTUAL	2009/10 BUDGET
No of Staff/FTEs				

Note: 1 FTE = 1 Full-time equivalent staff member.
Please replicate these tables in a word document.

Part 3

Who are you?

Growth happens in businesses of all sizes and at different stages in their growth cycle. Which of the following categories best describes your business?

Please note: Your selection of category does NOT affect the overall judging or your potential to be selected as a 2010 Rising Star. It is simply to enable us to draw some high level observations, broken down by growth cycle stage, from all applications received to the awards program.

Innovators are businesses at the early stages of growth, with entrepreneurial founders developing & commercialising a product or service. Resources are often tight, both in terms of cash and people. Decisions are taken informally and there is little reliance on systems and processes.

Growth companies are beyond commercialisation & are building a presence and a brand in ever-increasing markets. Founders focus on adding to their management team & developing effective systems and processes. Managing working capital and ensuring profitable growth are key.

Tomorrow's leaders have built critical mass in their chosen markets & enjoy a degree of stability in their infrastructure, culture, product and service development. Growth continues to be a challenge for tomorrow's leaders – as there is no standing still – and they have the opportunity to grow further and stamp their name on their industry. Please specify in your entry which of the above best describes your company.



Part 4

(Weighting 40%)

The Growth Story (1 Page)

Summarise what your business does, how it does it and how it has grown in the recent past. Start to tell us about why you should be a 2010 Rising Star, and then complete the rest of the application to try and show us how you've adapted to this current market.

Part 5

How do you view the cornerstones of growth?

Tell us how important you think each of the below cornerstones are to your business and what is the best and the worst thing that your business has ever done with regards to each cornerstone.

Part 5a

(Weighting 15%)

Strategy (½ Page)

Does your company have a unique product or service proposition, aka your "valuable formula?" And do you have a strategy and plan to enable you to effectively adapt to changing times and conditions ?

Tell us more about what STRATEGY means to your company and demonstrate to us that you have what it takes to be a Rising Star.

Part 5b

(Weighting 15%)

Capability (½ Page)

Does your company have (or is it planning to have) the processes, systems, people and infrastructure in place to support growth or market trends and to realise the full potential of you strategic plans ?

Tell us more about why CAPABILITY is important to your company and explain to us how it will fuel your growth.

Part 5c

(Weighting 15%)

Commitment (½ Page)

Finally, even if you have the Strategy and Capability then do you really have the commitment and conviction to grow? Does the company have the conviction to grow? Do you possess a deep belief that growth drives value creation, and that strong leadership, effective communications and employee motivation are the keys to achieving this. For this important cornerstone of growth, convince us why you have the COMMITMENT to grow and claim your place as a Rising Star.