



# LeasingWorld

## RECOGNISING ACHIEVEMENT AWARDS DINNER

3.10.2017

HILTON LONDON BANKSIDE ★ WATERLOO

### CATEGORIES

- ★ Business Finance Champion
- ★ Lessor of the year
- ★ SME Champion
- ★ Top Bank Lessor
- ★ Top Independent Lessor
- ★ Top Hybrid Funder
- ★ Top Multi-channel Funder
- ★ New Challenger
- ★ Top Vendor specialist
- ★ Next Generation Award
- ★ Broker of the year
- ★ Breakthrough Broker
- ★ Local Hero Award
- ★ Top Hard Assets Broker
- ★ Top Soft Assets broker
- ★ Top Vehicles Broker
- ★ Professions Champion
- ★ Innovator of the year
- ★ Inclusivity Champion
- ★ Top Legal team
- ★ Leasing Services Champion
- ★ Contribution to leasing
- ★ Leasing Personality of the year
- ★ Editor's Choice Award

Awards Dinner sponsor

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Inspire the Next

FOR MORE INFORMATION AND HOW TO APPLY  
[WWW.LEASINGWORLD.CO.UK/AWARDSCRITERIA](http://WWW.LEASINGWORLD.CO.UK/AWARDSCRITERIA) T: 01905 621444

**THE 9TH LEASING WORLD AWARDS DINNER**  
**SPONSORED by HITACHI CAPITAL BUSINESS FINANCE**

Date: Tuesday October 3rd, 2017

Venue: Hilton London Bankside, 2-8 Great Suffolk Street, London SE1 0UG (Directions)

Dress Code: Black Tie; The charity: Macmillan Trust

Table reservations: Table for 10 - £1805 ex VAT, singles £180.50 ex VAT

**THE PROGRAMME**

18.30 - Aldermore's Bubbly Balcony Reception overlooking Banqueting Hall

19.15 - Guests take their places in the Banqueting Hall

19.30 - Johnnie Halliday's Heads 'n Tails Charity game

19.40 - Dinner with wines and mineral waters

First Course

Main Course

20.30 - Charity Raffle

Dessert

Coffee & petit fours

21.30 - Awards presented by Lord Mitchell

22.20 - Speech of thanks from the organisers

22.30 - Super After-Dinner party organised by Aldermore

Please send your orders/enquiries to [editor@leasingworld.co.uk](mailto:editor@leasingworld.co.uk)

# *2017 - The 9th Leasing World Awards*

## *FAQs*

The Leasing World Awards Dinner has become a very special event in the asset finance calendar. There is a maximum capacity at our venue, the London Hilton Bankside, of 300 people, and as you look round you always know that everybody in the room is in the asset finance industry. The competition offers huge enjoyment to its guests, with many elated spirits, and maybe even a few stifled snuffles by the end of the night. Our headline sponsor for the fifth year running is Hitachi Capital Business Finance, and once more our thanks go to them for supporting our event and our industry so staunchly.

All the broker funders will be there, as well as many of the other mainstream funders, and more and more broking firms as our Awards categories this year offer brokers so many more opportunities to win.

### Judging Criteria

We are always asked about the judging criteria, and in the interests of an open race we deliberately keep the criteria as much qualitative as quantitative. In pretty much all of the categories, the judges look for “the difference” over the year, some might think of it as the improvement, the winning combination of business growth, dynamism, clever ideas, and good management that has earned the respect of the winner’s peers.

Yes, of course, there is a need for figures, increases in volumes, profitability, headcount, system capabilities, investment in training, and public profile, and we recommend a written submission of at least 3 sections. For example, the minimum 3-section entry should be clearly organised into:

#### Section One:

- The Executive Summary: Why the contender is entering this specific category, who and what they are, what they have achieved especially in the past twelve months, and what are their most persuasive arguments for why they should be declared the winner of the category.
- The Contender’s background story: their journey, ending with the business as it currently operates.

#### Section Two:

- The Numbers
- The Systems and Operations “engine”
- The Organisation chart (outline) and the People aspects (training etc)

#### Section Three:

- Example case study/studies
- Other awards or notable achievements
- The Management’s vision of the future

Further information may be added, with more case studies, web developments, and similar. Do send a separate file/document for each category you apply for. PDFs are safer than Word docs etc because they can’t be accidentally damaged or corrupted.

**Many of our guests** will have their eyes on more than one award, and this year the multiple nominations limit has been set at FOUR categories maximum per nominee, so choose your categories with care. Please note though, that nominations for Next Generation Award, and Inclusivity Champion do not count towards these limits, so are an additional opportunity to “go for gold.”

The categories this year are as follows:

#### SUBMITTED TO INDEPENDENT JUDGING PANEL

1. BUSINESS FINANCE CHAMPION - Business Finance, this ubiquitous expression demands a mastery of more than asset finance alone, and offers other products that together can accommodate all of a customer’s financial needs, marketed and delivered in an integrated manner. Only big beasts need apply!

2. LESSOR OF THE YEAR - The top blue chip lessor of the year, they are going to have to be big, with high credibility, and constantly moving with the times.

3. SME CHAMPION - A top lessor that has SMEs as its priority in everything it does, with demonstrable programmes, initiatives and special products and services that are continually evolving and improving.

4. TOP INDEPENDENT LESSOR - Independent lessors are exactly that, independent, not owned by a bank, or another leasing company, or any holding company with more than one leasing company in its group.

5. BROKER CHAMPION LESSOR OF THE YEAR - The lessor who’s done most to assist brokers with finance, training, and other kinds of support in the last twelve months.

6. TOP NEW CHALLENGER - New funder on the scene, who’s operating in the broker funding space, and who’s making the biggest waves.



7. NEW! TOP MULTI-LINE FUNDER - Lessors are increasingly adding to their financial product ranges to meet more of their customers’ needs, and to service new customer segments. Block discounting, asset based finance, floor planning finance, banking products, invoice discounting, as well as vanilla and structured asset finance, refinance, delivered direct, or through intermediaries, and via fintech platforms.

8. TOP VENDOR SPECIALIST - the funder that has the most impressive variety of vendor schemes, web based vendor service support, and committed specialists giving its suppliers, dealers and manufacturers the latest and the best of what asset finance sales finance programmes can offer.



9. NEW! TOP HYBRID FUNDER - As brokers grow they increasingly seek to add own-book funding to their already successful commission based brokered deal flow, and as their own-book funding grows so their organisation and systems gear up to deal with the extra complexity. When they breakthrough the 50 percent barrier of own-book to brokered deals, they are in Superbroker territory and heading towards becoming a full-blown leasing company. So who’s ahead among these front runners?

10. NEXT GENERATION AWARD - We are panning in the industry's talent pool of young people for the glint of gold that could signal a bright future ahead. Evidence of hard work, a mark already made, perhaps studying in their own time to top up their qualifications and skills, personality too; as much about "workhorses" as "racehorses." **(This category does not count in the multiple nominations limits)**

11. BROKER OF THE YEAR - the big one, for the big brokers, with the big futures.



12. NEW! BREAKTHROUGH BROKER AWARD - How do you judge a Breakthrough? Well, maybe a doubling of new business volume over the year, doubling headcount, or other major transformative event that has caused them to "burst upon the scene."



13. NEW! LOCAL HERO AWARD - Yes we all want to cover the length and breadth of the land, or do we? What about those brokers being brilliant tending their local patch day in, day out? Are you that local hero?

14. TOP HARD ASSETS BROKER - Yellow goods, the hard hat heads, the Tonka Champs!

15. TOP SOFT ASSETS BROKER - Some prefer it soft, and do it extremely well!

16. TOP VEHICLES BROKER - The four-wheel champions in every possible way.

17. PROFESSIONS CHAMPION - Volumes, breadth of markets, and ingenious application of finance will count here.

18. INNOVATOR OF THE YEAR - The most exciting and innovative of the year's product, or programme, or business model launches, or internal innovations. It's got to be significant, substantial, and successful.



19. NEW! INCLUSIVITY CHAMPION - It's the hot topic on everyone's lips, everyone wants to be an inclusive outfit, but who's done the most to prove it? **(This category does not count in the multiple nominations limits)**

20. TOP LEGAL TEAM OF THE YEAR - Legal eagles whose teams demonstrate the greatest commitment to the complexities of asset finance, and have helped to move our industry forwards as a result.

21. LEASING SERVICES CHAMPION - There are many service providers in the leasing industry, software providers, recruitment companies, and specialised services - something has made this winner stand out in the last twelve months.

### AWARDS OUTSIDE OF THE NOMINATIONS PROCESS

**CONTRIBUTION TO LEASING** - Leasing World's recognition of someone who's unselfishly given more bucketloads of their time to the benefit of the leasing industry than anyone else we can think of.

**LEASING PERSONALITY OF THE YEAR** - Leasing World's continuing quest for the larger than life characters left out there, are there any left? Send in your suggestions in confidence to the Editor.

**EDITOR'S CHOICE AWARD** - This can be anyone or anything that caught the Leasing World Editor's eye during the year, and made him think, "Do you know what? That really deserves recognition."

#### **Key dates:**

**July 31st** - All submissions must be in to [editor@leasingworld.co.uk](mailto:editor@leasingworld.co.uk), each submission will be acknowledged when received, if you do not get an acknowledgement within 24 hours please ring and tell us on 01905 621444.

**August 31st** SHORTLIST published.

**October 3rd** WINNERS announced at the LeasingWorld Awards Dinner.

Good luck with your Nomination, you know what to do and how well you can do it, you do it every day when you persuade a new customer to sign up with you!!!