



THE 10TH LEASING WORLD AWARDS DINNER

SPONSORED by **HITACHI CAPITAL BUSINESS FINANCE**

Date: Tuesday October 30th, 2018

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

Dress Code: Black Tie; The charity: Macmillan Trust

Table reservations: Table prices for 10, ex VAT (singles pro-rata)
Platinum Frontline - £3,500, best seats, luxury touches [Sold Out]
Gold mid-rows - £2,850 excellent positions
Silver outside row - £2,450

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
- 20.40 - Charity Raffle
- 21.00 - 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
- 24.00 - Carriages



TwitterWalls hosted by Liberty Leasing

Please send your orders/enquiries to editor@leasingworld.co.uk

2018 - Awards Nominations 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 snuffles by the end of the night. Our headline sponsor for the sixth 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, and 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. Please 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 altered.

Many of our guests will have their eyes on more than one award, and this year the multiple nominations limit has been extended FOUR categories maximum per nominee, so choose your categories with care. Please note that nominations for Next Generation Award, and Inclusivity Champion do not count towards these limits.

Award categories with fewer than three nominations may be withdrawn by the organisers.

Judges' Tip sheet

John Bennett , Chairman of the Judging Panel, explains:

“The panel of judges consists of up to six independent judges, all with considerable experience in leasing and asset finance, either as CEOs or directors of asset finance companies, or as partners of professional firms.

Each category is judged by two or three judges, depending on the number of entries for the category, with judges nominating their first and second choices in categories they are reviewing . To avoid any undue bias, the judges do not meet to discuss the entries, but submit their verdicts without knowing how the other judges have awarded their votes .

In many categories, this process produces a clear winner, although it may require the second choice votes to be taken into account. If there is no clear winner, then the Chairman of Judges has a casting vote, which must be in favour of an entry that has already been nominated as a first choice by at least one of the other judges.

What are the judges looking for when they assess the entries for a particular category? It's no different to the judging process on “Strictly” or “X-Factor” where it's the overall impression that really counts, and other than a neck-and-neck situation, there is very rarely one single factor that makes the difference. The common theme for the Leasing World judges, irrespective of the category being judged, is “ What makes this entry stand out from the others?”

My personal advice on what helps to achieve it is to remember these six salient tips:

1. Read the “exam question” that is listed for each category in Leasing World's invitation to enter, as some categories have very specific criteria that should be addresses in your entry.
2. Don't submit the same entry for multiple categories without tailoring it to meet the specific requirements set for each category.
3. It is essential to include headline numbers in your entry to give the judges a good feel of what your business has achieved.
4. Relevant “mini case studies” are a common feature of many winning entries.
5. Good presentation does make a difference, but cannot hide a weak entry that lacks detail.
6. There is no need to prepare a 50-page entry – there are many winners who submit no more than 5-10 pages.”

AWARDS CATEGORIES

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!

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

SME CHAMPION - A top lessor that can proudly state that their operation gives a major large scale boost to the financial needs of the UK's SMEs.

SME SPECIALIST - doesn't have to be the biggest, but has SMEs as its priority in everything it does, does the trade shows, with demonstrable programmes, initiatives and special products and services that are continually evolving and improving.

TOP BANK LESSOR - Clearly must be bank-owned, size of the parent bank is not so important as the character and culture of the lessor, portraying traditional leasing industry spirit and values, that has moved with the times regarding customer service excellence.



NEW! TOP PE LESSOR - the standout, private equity owned, asset finance operation. We know you're normally camera-shy, but one deserves the top spotlight!

TOP INDEPENDENT LESSOR - Independent lessors are exactly that, independent and proud of it, not owned by a bank, or private equity.



NEW! BLOCK FUNDER OF THE YEAR - Block discounting has grown into a major component of the asset finance proposition, and we believe the best "Blocker" deserves recognition at last.

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



NEW! SERVICE EXCELLENCE AWARD - Service excellence, now there's a subject! The winner will define their vision of service excellence, tell us how they went about implementing it, and evidence that their customers are indeed delighted by the result

TOP NEW CHALLENGER - New challenger bank on the scene, who's operating in the broker funding space, and who's making the biggest waves.

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.



NEW! NEW ENTRANT OF THE YEAR - Not a challenger bank, can be private equity owned, but they are new on the scene, and making a splash!

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)**

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

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."

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



NEW! TOP CLASSIC & SUPERCAR FUNDER - The funding of Classic cars and Supercars has grown into a substantial market, and it's fun too, but you have to be a specialist, so here's the funder that's specialist-est!



NEW! DEAL OF THE YEAR - We are going to have fun with this one! Will it be the largest, or the most complex, or the most unusual of assets? Key thing is that it's been signed, sealed and delivered!

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

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, and successful.

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.

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:

August 31st - All submissions must be in to 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.

September 10th - SHORTLIST published.

October 30th - 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 that you persuade a new customer to sign up with you!!!