



**LeasingWorld**  
**AWARDS**  
**DINNER**  
**2016**

4<sup>TH</sup> OCTOBER ★ HILTON LONDON BANKSIDE ★ WATERLOO

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# 2016

## THE 8<sup>TH</sup> LEASING WORLD AWARDS ARE UPON US

There can be no doubt that the night of the Leasing World Awards Dinner 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 fourth year running is Hitachi Capital Business Finance, and once more our thanks go to them for supporting our event and our industry so staunchly.

As the event grows bigger every year, we have moved to a larger venue, to the banqueting halls of Hilton London Bankside, Great Suffolk Street, London SE1 0UG, which (for those familiar with the NACFB) is just a short walk from the NACFB's Annual Dinner venue.

In recognition of the improved facilities there, and the sense of occasion, this year we are requesting Black Tie from the gentlemen.

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.

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# 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 leading 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 section. 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 applied 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 one award or even several, and this year multiple nominations have been set at THREE categories maximum per nominee, so choose your categories, but always with care.



# CATEGORIES

THE CATEGORIES THIS YEAR ARE AS FOLLOWS (PREVIOUS THREE YEARS' WINNERS FOLLOW IN BRACKETS)

## NEW! BUSINESS FINANCE CHAMPION OF

**THE YEAR** Business Finance, this ubiquitous expression demands a mastery of a number of financial products, which might include asset finance, business loans, invoice finance, FX, floor plan finance, and 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!

**UK LESSOR OF THE YEAR** The top lessor of the year, they are going to have to be big, with high credibility, and constantly moving with the times. (Close Brothers Asset Finance (2), Investec Asset Finance)

**SME CHAMPION OF THE YEAR** 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. (Aldermore Asset Finance, Investec Asset Finance, Close Brothers Asset Finance)

## INDEPENDENT LESSOR OF THE YEAR

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. (IPM plc, Liberty Leasing (2))

## 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. (Investec Asset Finance, Hitachi Capital Business Finance, Investec Asset Finance)

## NEW CHALLENGER OF THE YEAR

New funder on the scene, who's operating in the broker funding space, and who's making the biggest waves. (Metro Bank, Macquarie Equipment Finance, Hitachi Capital Business Finance)

## VENDOR SPECIALIST OF THE YEAR

the funder that has the most impressive variety of vendor schemes, web based vendor service support and committed specialists. (Henry Howard Finance, De Lage Landen, Syscap)

**BROKER OF THE YEAR** the big one, for the big brokers, with the big futures. (Premier Asset Finance, First Independent Finance (2))

## TOP HARD ASSETS BROKER

Yellow goods, lots of hard hat hardware, and heavy metal. (First Independent Finance, Rural Finance, Premier Asset Finance)

Categories continued overleaf



## CATEGORIES CONTINUED ...

**TOP BUSINESS ASSETS BROKER** Technology heaven - IT, office equipment, security equipment, software, copiers, digital equipment. (Reality Finance, Bluestone Leasing (2))

**TOP AGRICULTURAL BROKER** The Farmers' biggest financial Friend. (Rural Finance)

**TOP PROFESSIONS FUNDER** Volumes, breadth of markets, and ingenious application of finance will count here. (LDF, Syscap)

**BACK AGAIN! TECHNOLOGY FUNDER OF THE YEAR** The lessor with the best Tech Refresh, TCO, and cradle-to-grave inventory management offers in the business.

**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." (Debra Grimshaw AFS UK, Brian Kilpatrick First Independent Finance, Hayley Rackstraw Aldermore Asset Finance)

**INNOVATOR OF THE YEAR** The most exciting of the year's product or programme launches, or internal innovations. (Bluestone Leasing, Investec Asset Finance, Shire Leasing)

**ASSET FINANCE LEGAL TEAM OF THE YEAR** Legal eagles who commit most resources to the complexities of asset finance, and have proven to help move our industry forward. (Gateley PLC, Addleshaw Goddard LLP, DWF LLP)

**LEASING SERVICES PROVIDER OF THE YEAR** There are many service providers in the leasing industry, software providers, recruitment companies, and specialised services (excluding consultants) - something has made this winner stand out in the last twelve months. (VLS,

**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 nominations 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

**JUNE 30TH** - 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.

**JULY 29TH** SHORTLIST published.

**OCTOBER 4TH** WINNERS announced at the LeasingWorld Awards Dinner.

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

## THE EVENING'S PROGRAMME, AND BOOKINGS

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

**DRESS CODE** Black Tie

\*Ask us for our specially negotiated room rates\*

### TABLE RESERVATIONS

Table for 10 - £1795 ex VAT, singles £179.50 ex VAT

### EVENING'S PROGRAMME

- 18.30 Bubbly Balcony Reception overlooking Banqueting Hall
- 19.15 Guests take their places in the Banqueting Hall
- 19.30 Heads 'n Tails Charity game
- 19.40 Dinner with wines and mineral waters
  - First Course
  - Main Course
- 20.30 Charity Raffle
  - Dessert
  - Coffee and petit fours
- 21.30 Awards presented by Lord Mitchell
- 22.20 Speech of thanks from the organisers
- 22.30 Super After-Dinner party

The charity is Macmillan Trust

PLEASE SEND YOUR ENQUIRIES TO [EDITOR@LEASINGWORLD.CO.UK](mailto:EDITOR@LEASINGWORLD.CO.UK)

