

Individual Excellence Award Business of the Year

OVERVIEW

This award recognises an outstanding accounting industry business with less than \$1 million in total revenue, which has demonstrated exceptional growth, innovation, and excellence over the past 12 months. It honours businesses that have not only increased their revenue and market presence but also improved operational performance and delivered exceptional client service.

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ELIGIBILITY

- Open to businesses operating within the accounting industry.
- Must have less than \$1 million in total revenue over the most recent financial year.

QUALITATIVE CRITERIA

- The business must have been operating for a minimum of 12 ..
- Strategic Approach: Clear articulation of the growth strategy implemented over the last 12 months.
- Innovation: Unique or standout business initiatives, services, or models that contributed to success.
- Leadership: Evidence of strong leadership driving the ..

JUDGING CRITERIA

Judges will evaluate submissions based on a balanced score of both quantitative metrics and qualitative insights, with consideration to:

- Business performance and growth
- Strategic innovation and execution
- Client servicing and retention
- Competitive positioning and resilience

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METRICS

Metrics Criteria	Current Year	Previous Year
Participants should provide relevant performance data, such as: • Revenue growth percentage (YOY comparison) • Client acquisition and retention rates Our Sponsors :		

