



Westpac  
New Zealand  
Franchise  
Awards 2021



# Service Provider of the Year

## Service Provider of the Year

This award recognises a Service Provider whose business growth is attributable to the franchise sector and who demonstrates a significant contribution of value to the sector and is open to all FANZ Affiliate members.

The winner of this award is not eligible for the Westpac Supreme Awards.

### Eligibility criteria

To be eligible for this category the business must have been trading for a minimum of 2 years (as at 1 April 2021) and complete the following business profile and category questions. This award is open to all FANZ Affiliate members.

### Business profile

Please provide an introduction to your business, e.g. what you do, where you are based, how many staff you have, when you started trading and working with the Franchise sector.

The business profile must be one page or less.

### Category questions

Category questions responses must be of less than 3000 words in total (generally under 6 pages).

1. What are your significant achievements for the past 12 – 18 months and what do you attribute these to?
2. Describe why you chose the franchise sector and your contribution to it
3. Explain your commitment to the sector and how you ensure your services and expertise remain relevant
4. How do you engage your client base and ensure services they receive meet their needs?
5. Please provide information demonstrating your business performance:
  - You may want to include client, staff or other stakeholder feedback or performance metrics
  - Please also provide information on your financial performance for the past 3 years and what proportion of this is directly attributable to the franchise sector

### Entry Notes:

- All entries must be in a minimum font size of 11
- Photos, graphs, tables and other visuals can be used within the entry as well as in an attachment that demonstrates your performance. This attachment is to be a maximum of 3 pages.